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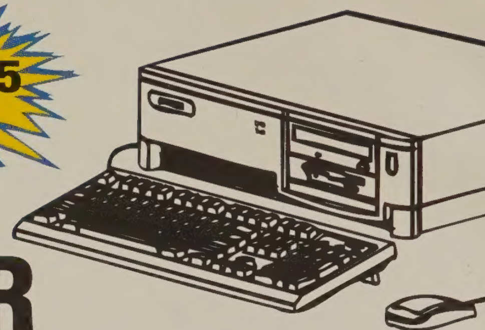

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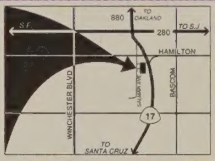

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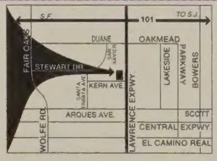

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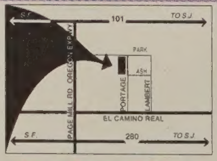

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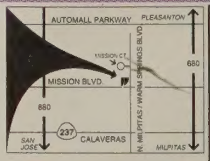

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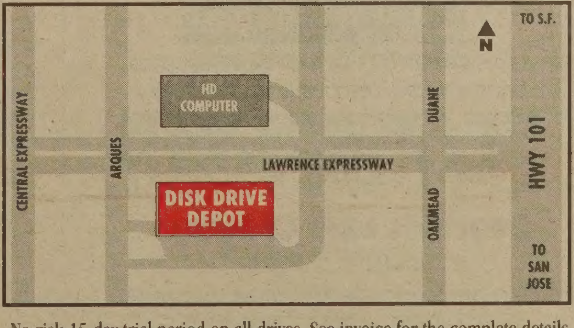

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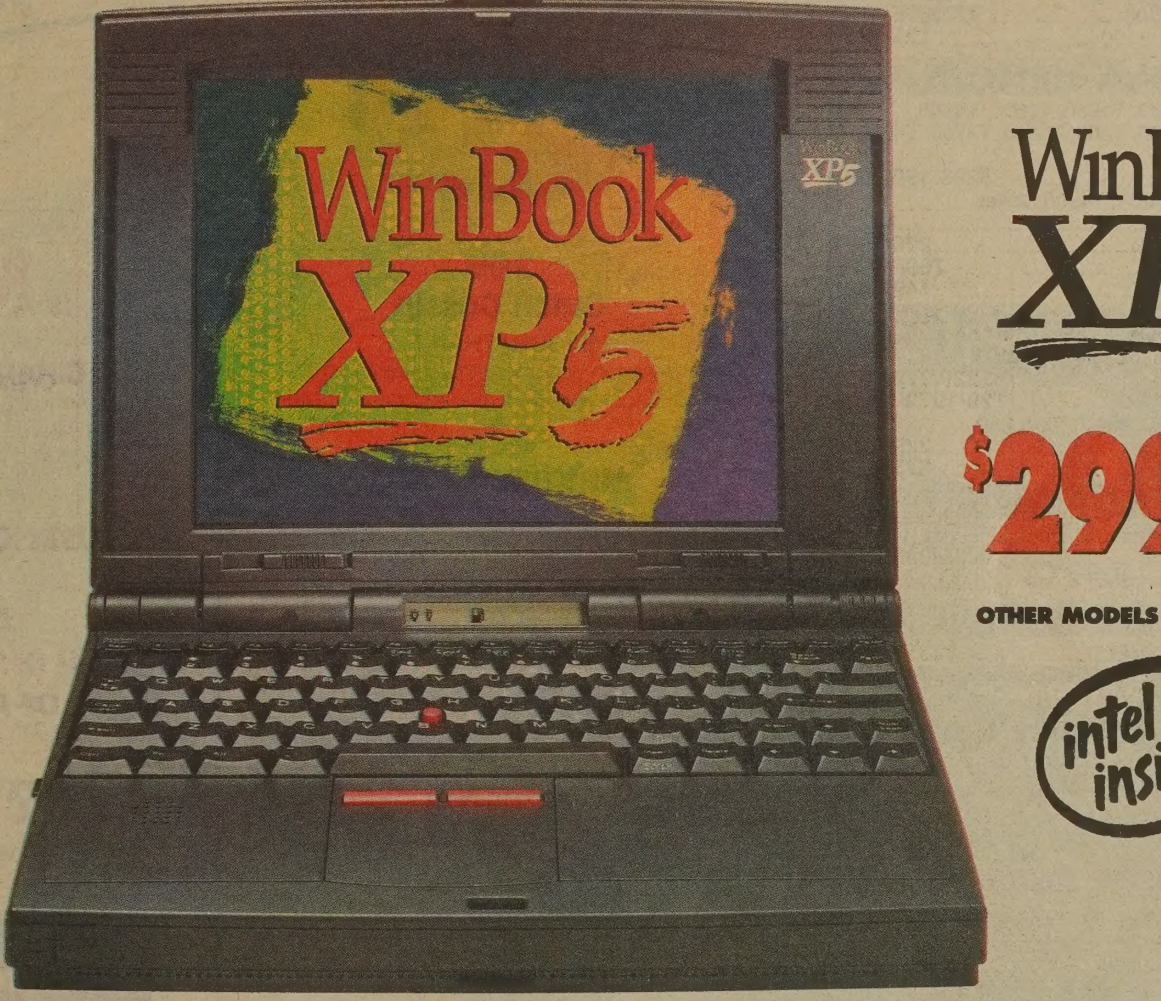

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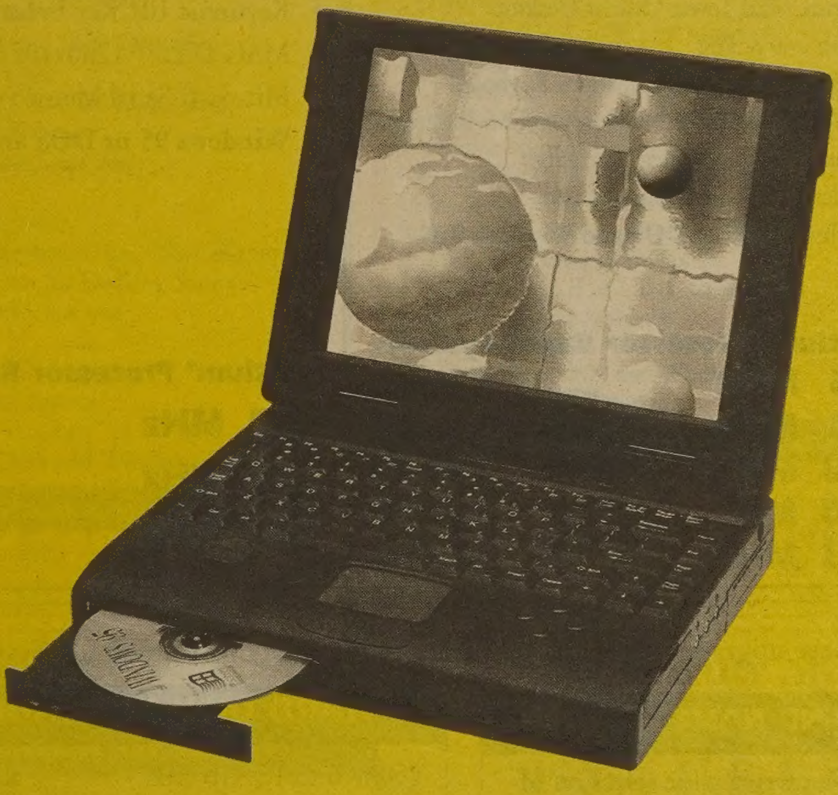

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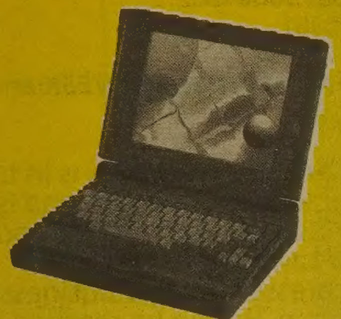

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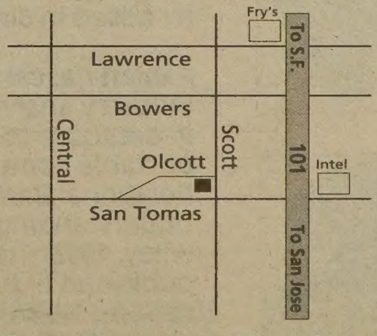

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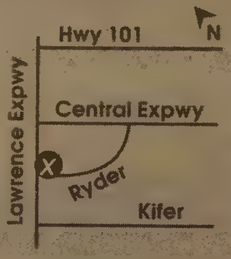

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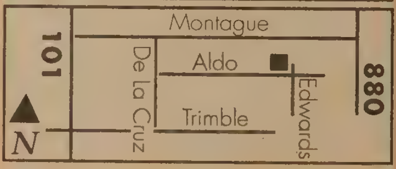

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BY PAUL HOFFMAN

Industry Insights

It Worked: No News But Windows 95

When you're facing the prospect of a $100 million publicity job, you don't tend to go against the current. There was essentially no PC-related news in August that didn't have something to do with Windows 95. Even tangentially related news had to have a Windows 95 spin to get any notice. Yet the meat of the news about Windows 95 was not all that exciting.

Windows 95 was released. It shipped "on time" (after three or four official delays). There was a gigantic media event that had absolutely nothing to do with the differences between Windows 3.1 and Windows 95. The press covered the announcement as if it was news, which it wasn't because the same press had been covering all the important aspects of Windows 95 for six months. In other words, nothing unexpected.

Probably the funniest meta-news was the rumor that Microsoft had paid $12 million for the use of the Rolling Stones hit "Start Me Up." This was dutifully reported everywhere, even though no one at Microsoft corroborated the story, which first appeared in a London tabloid with as much respect for the truth as the *Weekly World News*. To be sure, Microsoft is using that song, or at least repeating bits of it. In the first set of TV commercials, they leave out the one line in the song that relates to Windows 95: "You make a grown man cry."

> To be sure, Microsoft is using "Start Me Up," or at least repeating bits of it. In the first set of TV commercials, they leave out the one line in the song that relates to Windows 95:
>
> "You make a grown man cry."

Immediately after the release, Microsoft's Windows 95 support lines locked up and, at the time of this writing, still are constantly busy. For months before the release, Microsoft assured the press that they would be ready for the expected onslaught of calls; in fact, they said that they could handle over twenty thousand Windows 95 calls a day. Well, either they're getting many more than that, or they planned badly, because forty-five-minute waits on hold are pretty common. "If you start me up" indeed: a great number of people were having problems doing just that.

Although Lotus had made a few good-natured jabs at Microsoft earlier in the year with their ads, they certainly were trying to look like they loved Windows 95 at the press event. As it turns out, they are less than thrilled with last-minute changes that Microsoft made to the product. When Lotus releases its suite of Windows 95 programs in November, one very crucial program will be missing: 1-2-3 for Windows 95. To be sure, Lotus will include a free upgrade coupon, but how many people are going to want to upgrade part of a suite of programs and then have to make a big change again in four or so months?

The only company that showed any sense of humor about the obvious excess of the announcement was Apple. With a couple of well-placed ads (including ones on the city buses that ran by Microsoft's offices), Apple did their best to point out that the Windows 95 interface is still not up to the standards that Apple set more than five years ago. Probably their best shot was an ad that said only "C:\ONGRTLNS.W95". It should be a poignant reminder to Windows 95 users how recently file names looked like that for them.

An unintended part of the joke is that file extensions (the part of the file name after the ".") are still all too important. In an amazingly dumb move that many people objected to during the beta testing of the program, Microsoft hides the extension of a file name when showing it in Windows 95 windows. Instead, Windows 95 interprets the file extension and changes the tiny icon to the left of the name to match what it thinks the extension means. Thus, it is quite common to have windows with two or three files that all have the same "name": you have to know which one you want to double-click on in order to launch the program instead of reading the text file or the settings file.

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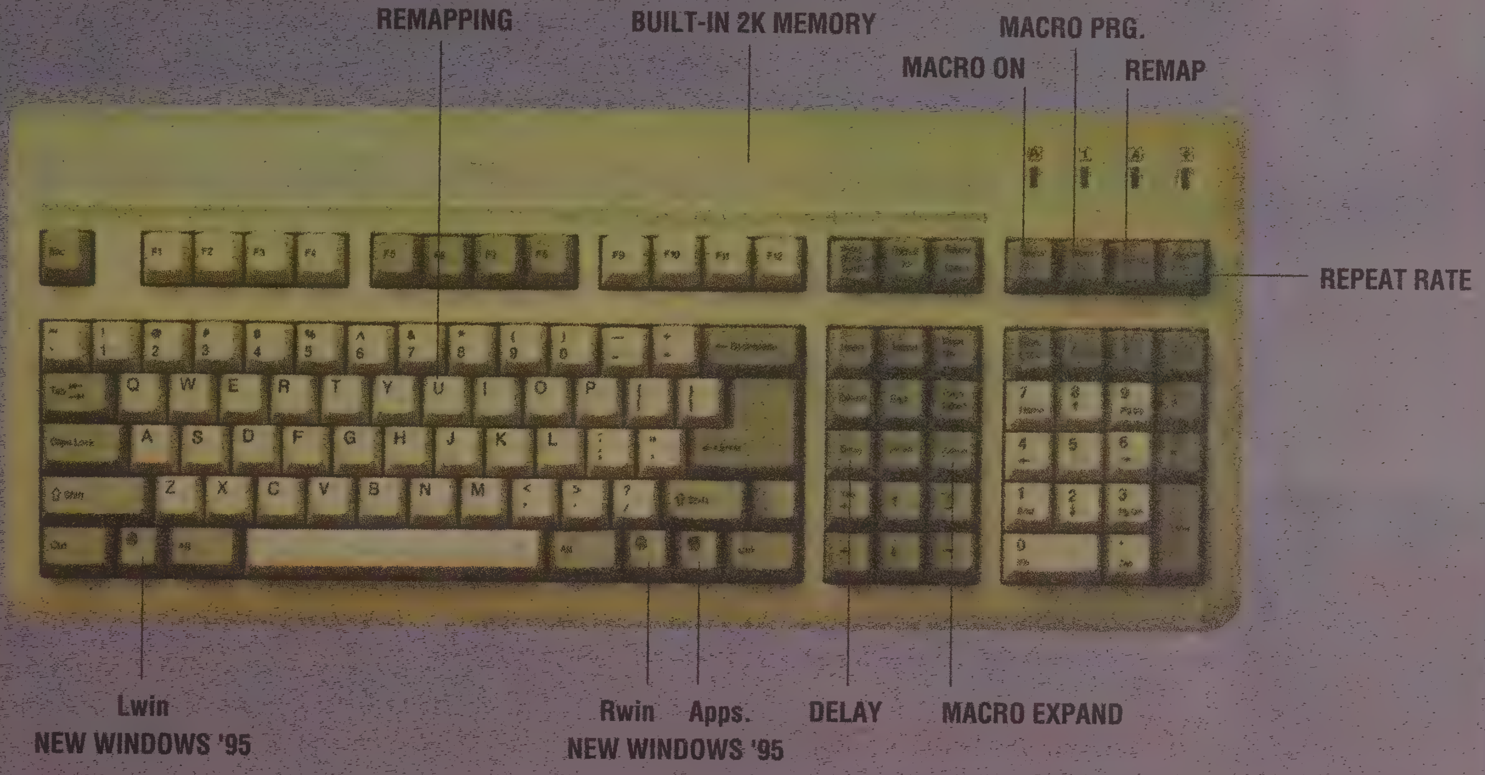

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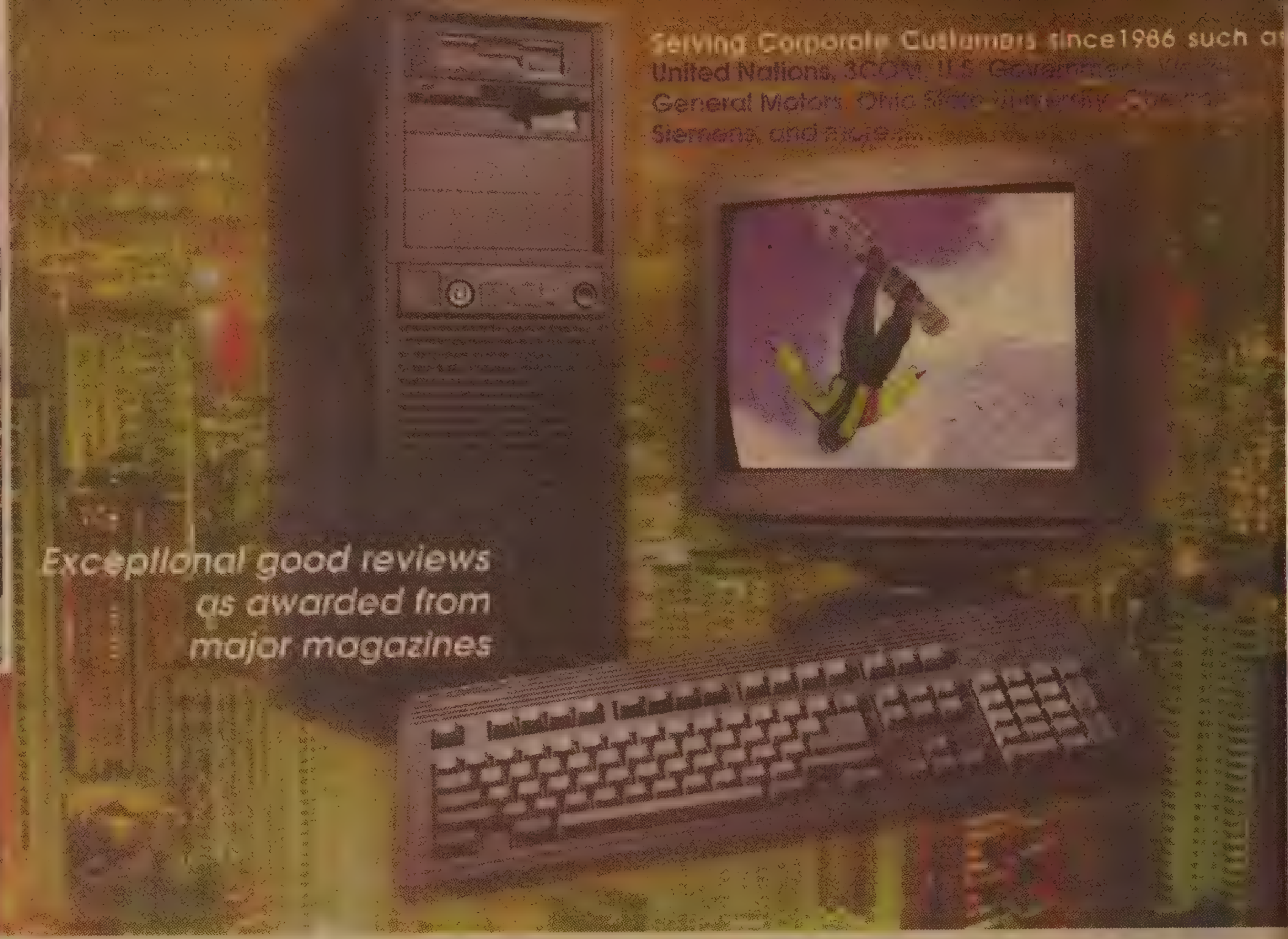

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Home users, particularly those who play lots of non-Windows games, will probably be fairly happy with upgrading to Windows 95.

The only surprising part of the release was Microsoft Network (MSN). Microsoft had kept their pricing plans very quiet until just before the Windows 95 release; the price turns out to be about the same as the current CompuServe and America Online charges for people who use five hours a month, and a bit less for those who use between three and five hours. More of a shock and disappointment to many, however, is the fact that Microsoft is initially limiting the number of people who can get on the service to five hundred thousand. Even before they reached that limit, however, people found that using MSN was as slow as using America Online at its worst moments. It is still not clear if this slowdown is due to problems on Microsoft's servers or slowness in the Windows 95 program that interfaces with MSN.

Next Up: NT 96

As you might expect, there are many kinds of Windows users. Home users, particularly those who play lots of non-Windows games, will probably be fairly happy with upgrading to Windows 95. Business users on a network will probably be happier with Windows NT, if they're willing to pay more for it. As many network managers discovered, you can tell folks over and over not to install something without your approval, but you can't fight Microsoft's publicity machine.

Microsoft has long acknowledged that one of Windows 95's big weaknesses is in the related areas of security and networking. Although it is clearly better at networking than Windows 3.1, it is a long way from being as robust or safe as Windows NT. If you are deciding what to do with your current Windows 3.1 system on a corporate network, you have many (probably too many) choices:

- Upgrade to Windows NT now to take advantage of the many new programs that run on NT and Windows 95.
- Switch to Windows 95 now, ignore the security problems, and hope that Microsoft fixes the bugs in a timely manner.
- Wait six months and see whether Windows 95 is better then,

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or whether Windows NT becomes a more attractive product.

Forces within Microsoft are making the latter choice a reasonable one. Microsoft is committed to making the Windows NT user interface as close to the Windows 95 interface in the short term, although it appears that the work done so far isn't all that stable yet. Further, many companies are now taking a good look at the NT market since their programmers had to learn how to write programs that work on both Windows NT and Windows 95 at the same time.

Even if Microsoft doesn't do much other than spruce up the NT interface, the prospects for a much more usable Windows NT are better now than they ever have been due to outside companies who might risk creating $50 and $100 utility packages for NT. In this case, corporate users could well flock to NT for its advantages over Windows 95. The situation might not be all that rosy, however, if applications companies like Lotus and Novell don't support their software on Windows NT as well as they do on Windows 95.

Will The P6 Help Sell Windows NT?

Intel isn't in the business of helping Microsoft sell upgrades to its operating systems, but the two companies are clearly in a close dance with each other. That dance just got a bit closer with the revelation that the next generation of Intel microprocessors actually run Windows 3.1 software slower than the current fastest Pentiums. It turns out that Intel optimized the new chips so heavily for 32-bit applications that regular old 16-bit applications, like Windows 3.1, run relatively slowly.

The P6, which will probably appear on systems near the end of this year, should have a name pretty soon. Intel has been pretty quiet about it, but it seems likely that they heard the jokes that came out after the Pentium was named and are not going to call it the "Hexium." Like the Pentium, P6-equipped machines will be in very short supply for the first few months that they are released, due both to chip shortages and to manufacturers who want to wait a bit for Intel to get the bugs out of their motherboards.

With the revelation that the P6 will be slower for many people than Pentiums that cost half as much, it is likely that the demand for the P6 will be linked to the number of people who upgrade to Windows NT or Windows 95. In fact, it is likely that computer makers will have to target the P6 more than they have had to previous generations of chips because Intel is doing so well with getting high yields on its current crop of Pentiums, which in turn lowers the cost to the consumers. ■

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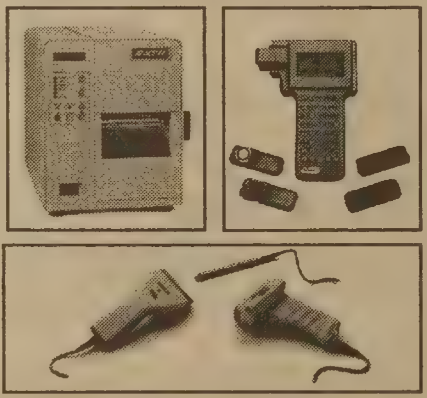

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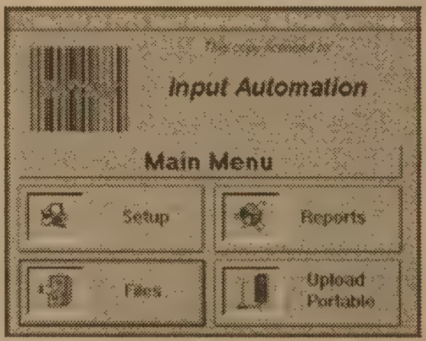

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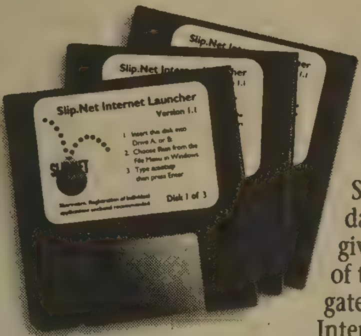

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MicroTimes Stock Index Continues To Climb

EXCH	COMPANY	TICKER SYMBOL	CLOSING PRICE 08/30/95	CLOSING PRICE 09/27/95	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL IVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE										
OTC	Adobe	ADBE	49.50	51.00	1.50	3.03	73	0.20	0.39	66.50	27.25
OTC	Autodesk	ACAD	45 75	43.13	-2.63	-5 74	29	0.24	0.56	53 00	30.50
OTC	Borland (H)	BORL	14.25	14.13	-0.13	-0.88	-	0.00	0.00	17.25	6.00
OTC	Informix (H)	IFMX	27.38	32.75	5.38	19.63	55	0.00	0.00	34.38	11.63
OTC	Microsoft	MSFT	93.25	88.63	-4.63	-4.96	38	0.00	0.00	109 25	53.88
OTC	Novell	NOVL	18.25	18.06	-0.19	-1.03	23	0.00	0.00	23.25	14.13
OTC	Oracle (H)	ORCL	39.88	38.00	-1.88	-4.70	39	0.00	0.00	47.00	24.75
OTC	Software Publishing	SPCO	4.63	4.56	-0.06	-1.35	57	0.00	0.00	6.25	2.88
OTC	Symantec (H)	SYMC	28.00	28.50	0.50	1.79	28	0.00	0.00	33.25	14.63
	HARDWARE										
OTC	Apple	AAPL	43.38	36.25	-7.13	-16.43	9	0.48	1.32	50.13	32.50
OTC	AST Research (L)	ASTA	13.50	10.25	-3.25	-24.07	-	0.00	0.00	19.13	9.88
NYS	Compaq	CPQ	47.25	46.50	-0.75	-1.59	14	0.00	0.00	54.75	30.75
NYS	Digital Equipment	DEC	40.88	42.63	1.75	4.28	284	0.00	0.00	49.50	24.88
OTC	Dell (H)	DELL	76.13	81.50	5.38	7.06	17	0.00	0.00	93.88	35.38
NYS	Hewlett-Packard (H)	HWP	78.13	82.75	4.63	5.92	19	0.80	0.97	85.88	41.75
NYS	IBM	IBM	101.63	94.38	-7.25	-7.13	11	1.00	1.06	114.63	67.38
NYS	Silicon Graphics	SGI	42.25	35.13	-7.13	-16.86	27	0.00	0.00	45.63	24.13
OTC	Sun Microsystems	SUNW	55.38	58.38	3.00	5.42	16	0.00	0.00	62.00	27.13
NYS	Xerox (H)	XRX	120.25	130.50	10.25	8.52	17	3.00	2 30	133.88	90.63
NYS	Tandy (H)	TAN	63.13	59.88	-3.25	-5.15	20	0.72	1.20	64.38	41.00
	CPU'S										
NYS	Advanced Micro Devices	AMD	33.38	29.13	-4.25	-12.73	10	0.00	0.00	39.25	22.25
OTC	Intel	INTC	60.38	59.31	-1.06	-1.76	19	0.16	0.27	78.38	28.75
NYS	LSI Logic (H)	LSI	49.25	59.88	10.63	21 57	43	0.00	0.00	62.50	17.75
NYS	Motorola (H)	MOT	72.75	76.38	3.63	4.98	26	0.40	0.52	82.50	49.00
	COMMUNICATIONS										
NYS	AT&T (H)	T	56.63	65.88	9.25	16.34	21	1.32	2.00	66.00	47.25
NYS	BellSouth Corp. (H)	BLS	68.00	73.13	5.13	7.54	17	2.88	3.94	76.75	50.50
OTC	MCI (H)	MCIC	23.88	26.25	2.38	9.95	20	0.05	0.19	27.13	17.25
NYS	Northern Telecom	NT	36 38	35.25	-1.13	-3 09	21	0.44	1 25	41.00	31.25
NYS	Pacific Telesis	PAC	28.13	30.38	2.25	8.00	12	2.18	7.18	32.88	25.63

KEY: NYS = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES........................	14
DECLINES........................	15
UNCHANGED.....................	0
NEW HIGHS........................	13
NEW LOWS........................	1

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER............................	LSI Logic	$	10.63
LARGEST DOLLAR LOSER.............................	IBM	$	-7.25
LARGEST PERCENTAGE GAINER..................	LSI Logic		21.57 %
LARGEST PERCENTAGE LOSER....................	AST Research		-24.07 %

	CLOSE 08/30/95	CLOSE 09/27/95	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	7787.50	7831.95	44.45	0.57
DOW JONES INDUSTRIAL AVERAGE	4604.57	4762.35	157.78	3.43
STANDARD & POOR'S 500 INDEX	560.92	581.04	20.12	3.59
N.Y.S.E. COMPOSITE	301.40	311.32	9.92	3.29
NASDAQ COMPOSITE	1012.61	1026.54	13.93	1.38

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
03/15/95	6042.96	4038.37
04/12/95	6270.71	4197.81
05/10/95	6571.21	4404.62
06/07/95	6982.06	4462.03
07/05/95	7437.77	4615.23
08/02/95	7501.51	4665.85
08/30/95	7787.50	4604.57
09/27/95	7831.95	4762.35

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Technology stocks gained ground for the month of September. Specifically, the MicroTimes Stock Index rose 44.45 points, or .57%, to close at a record high of 7831.95. In comparison, the Dow Jones Industrial Average jumped 157.78 points, or 3.43%, to 4762.35, and the tech-laden Nasdaq Composite Index climbed 13.93 points, or 1.38%, to close at 1026.54.

In our index, declining issues narrowly edged out advancing issues by a 15-to-14 count, and there were thirteen new 52-week highs vs. one new 52-week low.

Turning To The Stocks In The MicroTimes Index:

Some analysts believe that retailers have overstocked on copies of Windows 95. Rick Sherlund, an analyst at Goldman, Sachs & Co., estimated that about 2.5 million copies have been sold since August 24, which is on pace with Wall Street expectations that ten to twelve million copies will be sold over twelve to eighteen months. Although, he believes resellers ordered eight million to ten million copies in advance, far more than needed so far. Mr. Sherlund said, "I think Microsoft will end up taking some of that inventory back." Shares of Microsoft slipped 4.63 points, or 4.96%, to close at $88.63.

LSI Logic Corp. said it is on target for a 6% to 8% sequential revenue growth for the third quarter ending September 30. In addition, the company said that the target of 40% year-over-year revenue growth is "realistic." LSI Logic Corp. jumped 10.63 points, or 21.57%, to close at $59.88, making it the largest dollar and percentage gainer in our index.

Motorola and Xerox Corporation announced an expanded technology relationship for single-board computers using PowerPC microprocessors. Motorola Computer Group will design and manufacture PowerPC microprocessor-based control boards that will be used in a series of future Xerox digita products. Xerox Corporation rose 10.25 points, or 8.52%, to $130.50, and Motorola climbed 3.63 points, or 4.98%, to close at $76.38.

AT&T announced that by the end of 1996, it wil split into three publicly traded companies—a telephone service, an equipment maker, and a mainframe computer manufacturer. The 2.2 million shareholders of AT&T will receive one share of each of the new companies for a single AT&T share. Last month AT&T jumped 9.25 points, or 16.34%, to close a $65.88. ■

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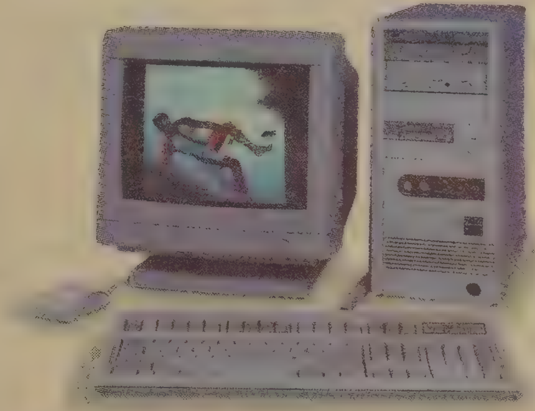

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VISA

REALIZABLE FANTASIES • BY JIM WARREN

Columnist Takes Break

Experts Hold Forth On Free Wireless

In Issue #140, Jim Warren held forth on the potential benefits of Apple's proposal, currently before the FCC, to permanently designate a portion of the radio spectrum for free, unlicensed public use.

We received a response from Andy Seybold, well-known authority in the area of wireless, taking issue with several of Jim's points. By chance, when I received Andy's letter, I had just spent several days touring the wilds of Colorado with Dave Hughes, who's in the process of connecting rural schools to the Internet via wireless technology that utilizes free spectrum (about which more in a future issue).

So naturally I passed Andy's remarks to Dave for comments, and Dave commented.

We found the discussion illuminating enough to share it. So while Jim takes a well-deserved break this month, we bring you the following dialogue.—*ME*

Andy Seybold: No Free Lunch

I want to take issue with your articles by Jim Warren and Anna Couey which appeared in the August 21, 1995, issue of *MicroTimes.*

The Apple proposal for free spectrum is an interesting one, and does deserve attention, however, you should be aware of the technical details before you plunge in and give the idea your complete endorsement.

Jim Warren states: "Free, public-domain, fairly shared, wireless, point-to-point and point-to-many, metropolitan area networking—5 to 30 (or perhaps more) miles in range."

I do not know where you obtained your information regarding range, but the radio frequencies proposed are in the 5GHz range, which is used, today, for microwave, point-to-point systems with 4- and 6-foot dishes pointed at each other, running about ten times the power that is being asked for, and they do not get this type of range.

The higher the frequency, the smaller the coverage area for a given amount of power. Thus, a hand-held cellular phone which has a power output of 600mW at 900MHz has a range of several miles; at 2.0GHz (the new broadband PCS channels) the range will be less than half what it is at 900MHz; and at 5.0GHz it would be measured in feet, not miles.

Secondly, the bandwidth being asked for will limit the types of uses that this spectrum will be available for. Video will not, with today's technology, be possible; and what we will end up with is a free-for-all band where the more users there are, the less it can be used on a reliable basis.

Radio systems, unlike wired systems, operate on a first come, first served basis, unless the second user has a stronger signal, in which case the first user can be "thrown off" the channel and the second user wins (this is one of the "rules" of physics, and there are many more of them, which are being pushed to their limits and/or ignored by Apple in this proposal).

Spectrum Anarchy

If you would like to see what happens to "public, unlicensed spectrum" I invite you to listen into the forty channels available on the old CB band, which the FCC has turned over to the public, for unlicensed, unregulated, and uncontrolled voice access.

What makes you think that this new spectrum will be treated any differently? Suppose we do get it, and you invest hundreds of dollars in equipment to "talk" to the Internet, only to find out that there is so much congestion on the band that you cannot get through with "normal" equipment, but with some "special" equipment you might be able to get an edge—you and how many other people?

With no regulation, with no way of making sure that there really is equal access, just how long do you expect this radio spectrum to be "available" for the public to make use of it? Do you know how little spectrum we have available today? Do you know that your own police department is operating on such a small amount of radio spectrum, and has to wait two to three years to get just one additional channel?

I too believe that we need some form of radio spectrum which is available for those who want to have free access, but free access to what? Free access to connect to a neighbor's computer and "chat" with him? Maybe. Free access to bypass the phone company and "beat" them out of money? Sounds like fun, sounds like "people's rights." Maybe, but the radio spectrum is finite. Unlike the present-day press belief that radio spectrum is abundant, it is not. When it is used up we do not have the choice of making more of it. It is limited by physics.

Yes, we can do more with what we have, and yes, we can cram more into less, but there is a limit, and we are talking about a finite resource, one which cannot be replenished, one which needs to be available for as many users as possible, and one, which, I believe, needs to be regulated to some extent simply because once it is gone there is no more.

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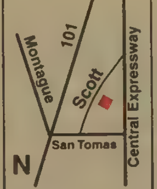

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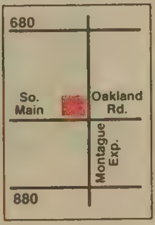

Fantasies *continued...*

wireless a reality for anyone who wants to use it. There is no free lunch; when writers make it appear as if there is not only a free lunch, but also this boundless resource called “wireless” over which we are all going to have full-motion video and unlimited data speeds, it does not help the realities of the world of wireless.

Wireless is going to be important. Many companies (including Apple) are putting lots of money and resources into it, but it will not be easy nor will it be “free”; it just does not work like that.

Andy Seybold
Editor-in-Chief
The Outlook on Communications and Computing
Author: Using Wireless Communications in Business
President: The Portable Computer and Communications Association (PCCA)

Dave Hughes: The Glass Is Half Full

I think Andy Seybold misses the major public policy point entirely, and is far too cavalier in his dismissing the practical possibilities opened up by current, and projected, advances in wireless technologies.

The technological debate over just how “limited” the wireless spectrum is, is largely a matter of seeing the spectrum glass half empty or half full. Mr. Seybold clearly, as elaborated in his book *Using Wireless Communications in Business*, sees the glass half empty, and the onging need for tight regulatory control rooted in the policies of the past—policies which, not so incidentally, seem only to favor large corporate interests. Interests whose collective goal is to privatize the entire electromagnetic spectrum in historically unprecedented ways that will turn it entirely into private property, whose owners may then charge the public for its use at whatever the traffic will bear. In the process, we lose the equally valid policy objective—made feasible by advances in wireless technologies—of ensuring that significant bands of spectrum are left for shared use by the public, where the only cost to the user is the capital cost of the digital radio.

Quite respected technological and policy analysts such as George Gilder and Paul Baran—the originator of packet switching—see the spectrum glass half full, with advances in the signal processing power bringing about far less necessity for either tight government control over spectrum in the future, or the awarding of all of it in slices to individual users, such as companies.

Certainly there are mathematical limits to the amount of data that a band of spectrum can accommodate, and limitations of range based on permitted radiated power and frequencies used, as well as antenna design and orientation. But when order-of-magnitude increases are already being practically experienced by users allocated the same band of frequencies by different radios (using techniques such as spread spectrum, which exploits the increasing power of signal processors to sort signal from noise at ever lower power levels), whole new public policy possibilities are opened up. Mathematically provable theoretical limits and practical-use limits are not the same thing.

In fact, the very line-of-sight and range limitations of some of the frequencies mentioned by Mr. Seybold are a practical advantage when it comes to shared use! For by the use of directional antennas, and repeater stations, the range of useful communications can be dramatically increased, and the problems of conflict with other radios nearby, not inside the fan of propagation, are reduced!

Not Pie In The Sky: It Works

There are over fifty manufacturers of radios using only the no-license ISM bands under Part 15 FCC regulations. Arbitrary FCC decisions influenced both by corporate interests who fear the “free” competition, and by federal security agencies which fear the high degree of communciations security they offer, severely limit the power that can be used by these radios to 1W or less. And these Part 15 bands were not originally allocated for this unforseen use in the first place.

Yet the incredible variety of use to which these radios, operating in the “free” spectrum, are already being put—by business, government, education, communities—has clearly demonstrated that the concept of shared spectrum, will work, and that if specific FCC policies are made for “‘Public Spectrum” it will work even better. And, above all, it will lower the “threshold of access” to a far wider public than purely commercial wireless services, or wired—cable or telco—solutions do now.

It is not that “free” wireless is the end-all solution to networking; it is that public spectrum wireless will offer affordable (cost of radios only) solutions where any other commercial or wired solution is either prohibitive in cost, or simply not available at all. Even commercial cellular operators do not extend to all rural areas of the United States—where the density of use of the spectrum is also the lowest.

When Mr. Seybold uses a commercial cellular radio in the 900MHz band with a range of “several miles” as an example of range limitations, I would point him to a whole series of manufacturers’ radios, which with small yagi antennas reach 20 miles in the 902–928MHz range at 56Kbps to 164Kbps. Or Persoft radios that operate at 1Mbit speeds to six miles point to point, or 2Mbit at three miles. With radios as repeater stations, 40, 60, 80 miles can be reached while sustaining 56Kbps speeds or higher. Recently a company called Inficom announced its AIRNET line, which can operate in the “no-license” bands, and reach 10 miles at 25.6Mbps speed, with repeater capabilities reaching up to 100 miles. It uses yet a newer combination of technologies that exploits the

If you would like to see what happens to “public, unlicensed spectrum” I invite you to listen into the forty channels available on the old CB band.

Fantasies *continued...*

for digital versions of cellular phones. Public spectrum, noncommercial digital radio can decisively solve the huge problem of connecting up the minds of millions of our school children to the nets where their future lies.

Mr. Seybold asks "free access to what?" and then proceeds to detail a series of trivial possible uses, such as "chatting" with a neighbor. I can answer that question directly—access to servers, access to patch-points, access to Internet points of presence, access to field locations, access to relay points, substituting noncommercial wireless links to public conferencing systems which serve the local community—as well as links to the global nets.

The town of Telluride, Colorado, only has "public" terminals in its library, because it has wireless links to the nearest Internet server. The 15,872 public libraries in the US are rapidly moving to give the entire public—including those without computers or access to them—access to global information sources. Public spectrum communications can revolutionize new forms of "branch" libraries for cities and towns.

In the small, very poor, rural town of Center, Colorado, a pair of Metricom Ricochet wireless modems give "free" access through a series of walls from unwired classrooms to an Internet server, and to the server from nearby homes, some of which have no telephones, by students using school-loaned laptop computers. At data speeds high enough to do Web page searches.

As the principal investigator on a newly awarded National Science Foundation grant to field test a variety of wireless technologies for education, both rural and urban, I will be able to more authoritatively judge and report on what public spectrum can and cannot do well, when integrated and compared with all the other means and costs of "access" to networks. But I would not be involved with the exploration of the potential of wireless technologies for general public use, as "free" as possible, if I had not already, through experimentation and research, concluded that the ideas supported by Jim Warren, proposed by Apple, and reported by Anna Couey hold great new promise for public telecommunications.

Dave Hughes
Old Colorado City Communications
dave@oldcolo.com

Andy Seybold: Closing Remarks

I am not against a "free and open" portion of the spectrum for private citizens' use. I like the idea. However, I do not like the hype which is surrounding the concept.

Radio communications is not a science as much as it is an *art*. Things do not always work as they should. A case in point: the recent problems which have caused RadioLan to cut back

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Fantasies *continued...*

its operation to an engineering-only company once again. It operates LAN equipment at 5.8GHz, provides up to 8Mbps LAN-type communications, and was about to announce and start shipping its product.

What happened is that it got caught up in a physics problem called multi-path and itsrange was not repeatable in all cases. RadioLan will solve the problem, but there remain problems with radio systems, especially at these frequencies.

I want to make sure that those who are telling your readers just how easy it is going to be understand things like line-of-sight problems, multi-path, even with repeaters, and the fact that radio is not a straight science.

Anyway, it appears as if I have, once again, gotten into the middle of a group of zealots who believe that anything they can dream up can become a reality. There are technical limitations and there is also an issue with the fact that no matter what George Gilder and others think there is a finite amount of spectrum available for use.

I would like to think that our emergency service providers would take top consideration over all others when we look at allocating radio spectrum, but this is not the case. The spectrum "glass" is neither half full nor half empty, it is completely full of users. It is not possible to move the spectrum to a bigger glass since there is not more, but it is possible to make better use of the spectrum we now have.

If you want to have a wide-area, free communications system or systems why not go after some of the UHF TV spectrum which has been sitting idle for a number of years? We are going after this spectrum for public safety communications, but there is plenty of it being protected by the National Association of Broadcasters, and it is better suited for what you want to do, covers larger areas, and is cheaper to build equipment for.

I am not opposed to the ideas put forth, I am concerned about the amount of hype here, the amount of misinformation regarding radio spectrum and its use, and the fact that non-technical types believe that anything is possbile with wireless communications. Wireless, especially at these frequencies, is going to be the "last mile" or the last quarter mile, not the end-all-be-all, totally-free access to whatever we want.

Andy Seybold

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BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ 1MB ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ 9600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE

○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal
○ IDE ○ SCSI ○ External

SPEED ○ 2X ○ 4X ○ 6X

CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

○ BRAND NAME ○ No Brand Name Preference
CD ROM Brand Name and Model Number

SOUND CARD ○ 16Bit ○ 32Bit

SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ Mono
○ Dual Scan Color ○ Active Color

PCMCIA SLOT: ○ Type I
○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS:

○ Please Contact Me on My Networking Needs Indicated Below

19777

○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

STEP SIX: UPGRADES & PERIPHERALS:

○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner ○ Zip Drive

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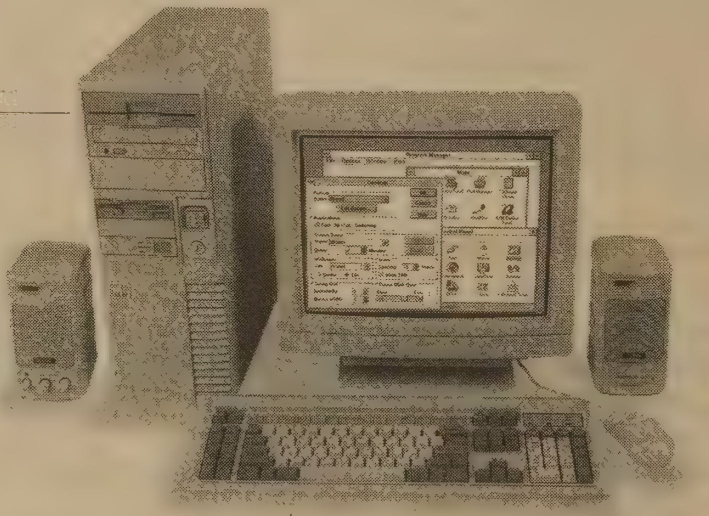
PC MAGAZINE

" THE VICTORIA P133 IS A BETTER THAN AVERAGE SYSTEM FOR THE CORPORATE MARKET."

SEPTEMBER 16, 1995 ISSUE #16 - PC MAGAZINE



Victoria P133

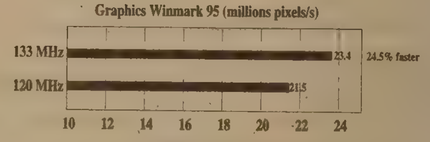
- *Super Micro Motherboard*
- *Intel Pentium® 133MHz CPU*
- *Heat Sink & Cooling Fan*
- *256K Pipeline Burst Cache (Expandable to 512K)*
- *16MB 60ns EDO RAM Ram (Expandable to 128MB)*
- *Diamond Stealth 64 PCI Video Card W/2MB VRAM (Expandable to 4MB)*
- *IBM 1GB EIDE Hard Drive 10.5ms*
- *TEAC 1.44MB Floppy Drive*
- *Creative Labs Sound Blaster 16*
- *TOSHIBA XM-5302B EIDE QUAD Speed CD ROM Drive*
- *ACTIVE SP-935 160 Watt Speakers*
- *Mag DX 15F 15" Monitor*
- *Microsoft Mouse w/HD Mouse Pad*
- *Microsoft Ergonomic Keyboard*
- *Microsoft WINDOWS® 95*
- *Microsoft Office Professional 4.3 (CD Version)*
- *Microsoft Bookshelf*
- *Baby At Desktop Case w/250 Watt UL Power Supply*

$3499 PC MAGAZINE

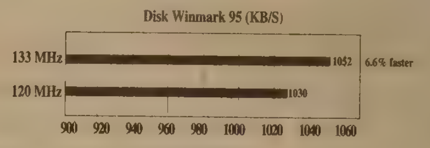
GOLD

- *Pentium® Chip-Based Motherboard with 256k Cache*
- *Intel Pentium® Processor & CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1.2GB EIDE Hard Drive*
- *MAG DX 15" Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/2MB VRAM*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft WINDOWS® 95*
- *QUAD Speed EIDE CD ROM*

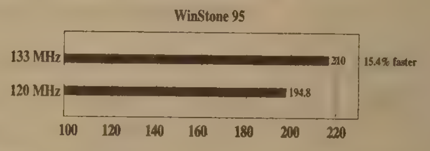
75MHZ	*$1945*
90MHZ	*$2045*
100MHZ	*$2145*
120MHZ	*$2345*
133MHZ	*$2545*



Graphics Winmark 95 (millions pixels/s)



Disk Winmark 95 (KB/S)



WinStone 95

**** Microsoft Office 4.3 $340***

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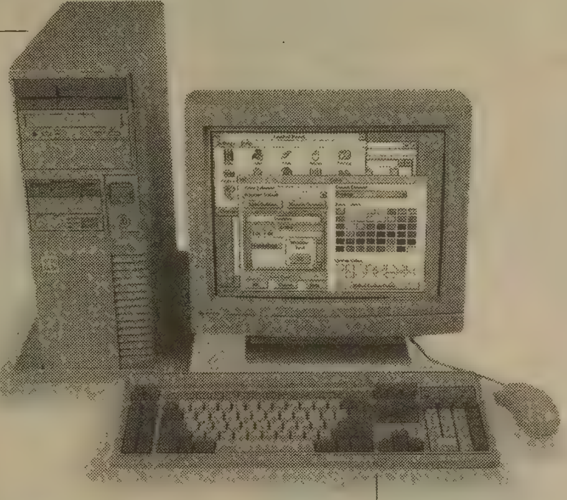
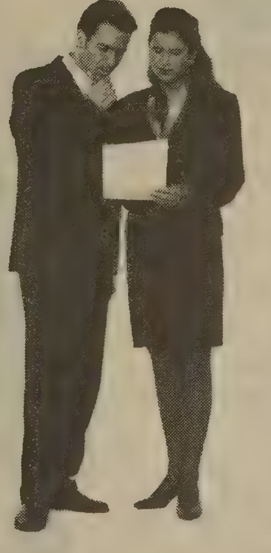




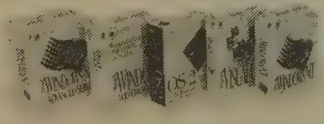
GRAY

- Intel Zappa Triton MotherBoard with 256k Cache
- Intel Pentium® Processor and CPU FAN
- 16MB Ram Exp. to 128MB
- 1.44MB Floppy Drive
- 1.2GB EIDE Hard Drive
- 17" Non-Interlaced Monitor
- Diamond Stealth 64 PCI Video Card W/2MB VRAM
- ON Board PCI Enhanced IDE Controller
- 2-16550 Serial Ports 1-Parallel Port
- Mid Tower Case w/230W Power Supply
- 101-KEY Enhanced Keyboard
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft WINDOWS® 95

Impression 4X Multimedia Kit

- QUAD Speed IDE CD ROM
- 16 Bit Sound Card & Stereo Speaker
- Encarta 95
- MS Works
- MS Money
- MS Entertainment Pack

75MHZ	$2595
90MHZ	$2695
100MHZ	$2795
120MHZ	$2995
133MHZ	$3195



* Microsoft Office 4.3 $340

* Only w/system sale

WHITE

- Intel Zappa Triton MotherBoard with 256k Cache
- Intel Pentium® Processor and CPU FAN
- 8MB Ram Exp. to 128MB
- 1.44MB Floppy Drive
- 540MB SCSI Hard Drive
- 15" Non-Interlaced Monitor
- Diamond Stealth 64 PCI Video Card W/2MB DRAM
- Adaptec 2940 PCI SCSI Controller
- 2-16550 Serial Ports 1-Parallel Port
- Mid Tower Case w/230W Power Supply
- 101-KEY Enhanced Keyboard
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft WINDOWS® 95
- QUAD Speed EIDE CD ROM

75MHZ	$1945
90MHZ	$2045
100MHZ	$2145
120MHZ	$2345
133MHZ	$2545

SILVER

- Pentium® Chip-Based Motherboard with 256k Cache
- Intel Pentium® Processor & CPU FAN
- 8MB Ram Exp. to 128MB
- 1.44MB Floppy Drive
- 1.0GB SCSI Hard Drive
- MAG DX 15" Non-interlaced Monitor
- Diamond Stealth 64 PCI Video Card W/2MB VRAM
- Adaptec 2940 PCI SCSI Controller
- 2-16550 Serial Ports 1-Parallel Port
- Mid Tower Case w/230W Power Supply
- 101-KEY Enhanced Keyboard
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft WINDOWS® 95
- QUAD Speed SCSI CD ROM

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100MHZ	$2495
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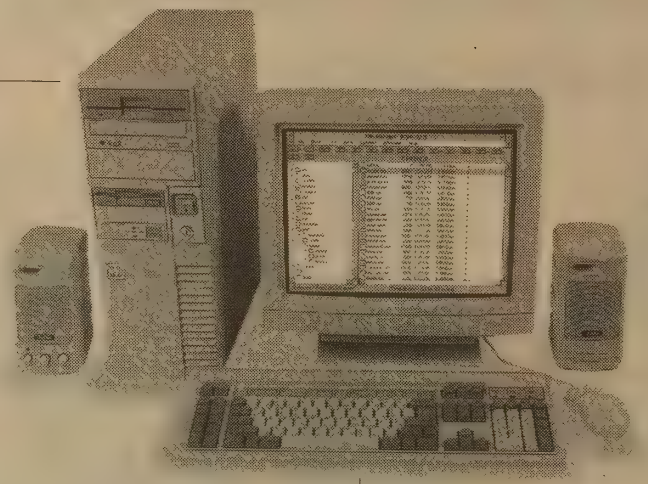
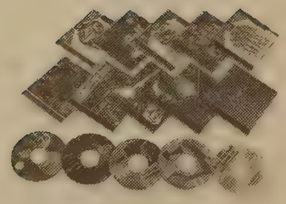


RED

- *Asus Pentium® MotherBoard with 256k Cache*
- *Intel Pentium Processor & CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *540MB IDE Hard Drive*
- *14" Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/1MB DRAM*
- *ON Board PCI Enhanced IDE Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft WINDOWS® 95*
- *Double Speed CD ROM*

75MHZ	*$1345*
90MHZ	*$1445*
100MHZ	*$1545*



** Microsoft Office 4.3 $340*
** Only w/system sale*

YELLOW

- *Asus 486 PCI VLB MotherBoard with 256k Cache*
- *Intel 486 Processor & CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *540MB IDE Hard Drive*
- *14" Non-interlaced Monitor*
- *Diamond Stealth SE PCI Video Card W/1MB*
- *ON Board PCI Enhanced IDE Controller*
- *2-Serial Ports 1-Parallel Port*
- *Mini Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *3 Button Serial Mouse*
- *Free Mouse Pad*
- *Microsoft WINDOWS® 95*
- *Double Speed CD ROM*

66MHZ	*$1149*
DX4-100MHZ	*$1219*

(AMD DX4-100 $1149)

MAGENTA

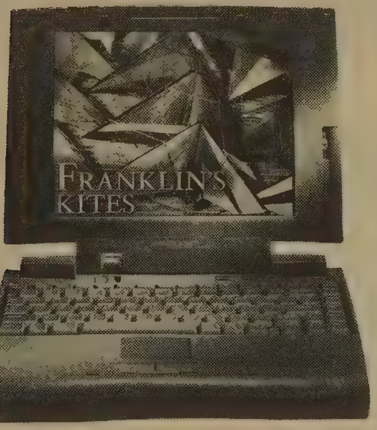
- *Asus 486 VLB MotherBoard with 128 Cache*
- *Intel 486 Processor & CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *540MB IDE Hard Drive*
- *14" Non-interlaced Monitor*
- *32-Bit VLB Graphic Accelerator Card W/1MB*
- *VLB 2H/2F IDE Controller*
- *2-Serial Ports 1-Parallel Port 1-Game*
- *Mini Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *3 Button Serial Mouse*
- *Free Mouse Pad*
- *Microsoft WINDOWS® 95*
- *Double Speed CD ROM*

66MHZ	*$1049*
DX4-100MHZ	*$1119*

(AMD DX4-100 $1049)

NEC

NEC AUTHORIZED RESELLER
VERSA® SERIES OF NOTEBOOK COMPUTERS



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NEC VERSA 4000C

NEC VERSA 2000 D

- 486DX4-75MHz
- 4MB EXP to 36MB
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- 10.4" DSTN VGA
- 2 Type II or 1 Type III PCMCIA
- MS DOS & Windows for Workgroups
- Versa Glide Touch Pad
- 6.3 lbs

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- 486DX4-75 MHz
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- 16 Bit Sound & Speakers
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- Versa Glide Touch Pad
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NEC VERSA 4000 C

- Pentium® 75MHz
- 8MB EXP to 40MB
- 540MB HDD/1.44MB FDD
- 10.1" TFT VGA
- 2 Type II or 1 Type III PCMCIA
- 16 Bit Sound & Speakers
- Internal 14.4 Fax Modem
- MS Windows 95
- Versa Glide Touch Pad
- 6.6 lbs

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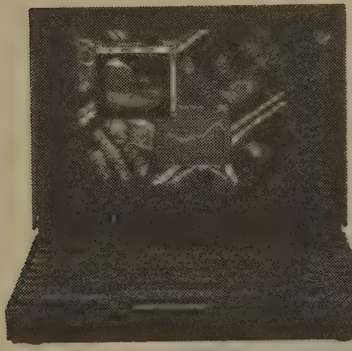

IBM 701

IBM THINKPAD 701

- 486DX4-75CPU
- 8MB RAM Exp to 24MB
- 540MB HDD
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- Trackwrite Expandable Keyboard
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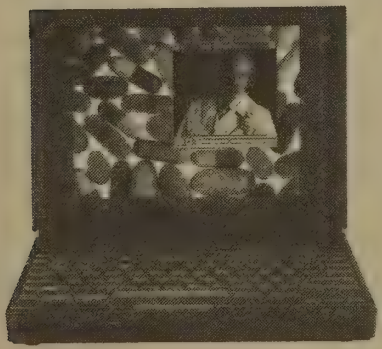

IBM 755C

IBM THINKPAD 755CX

- Pentium 75MHz CPU
- 8MB RAM Exp to 24MB
- 540MB HDD/1.44MB FDD
- 10.4" Active TFT Display
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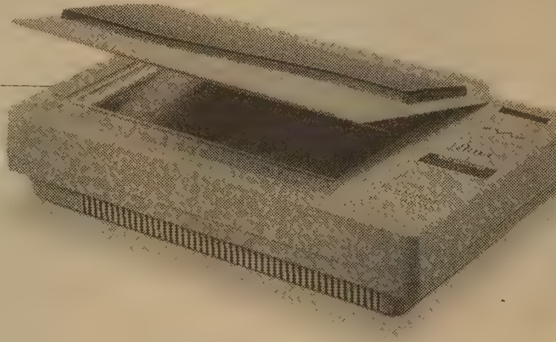

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Software Bundle

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- *Omnipage Direct*

Optional Accessories

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Optional Software

- *CorelDraw, PhotoShop LE/Full Version*
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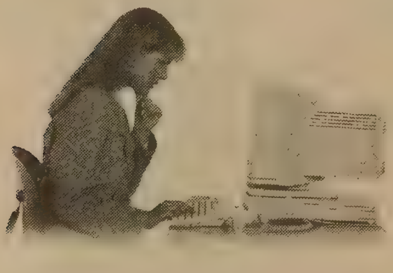
- *Up to 1600 dpi Resolution*
- *Line art, Halftone, True 256 Grayscale and 24-bit True color*
- *TWAIN Compliant*
- *Award-winning PhotoStacker Pro Image Editing Software & GO-CR Software*
- *Missing Line Compensation*
- *Optional Parallel Port Adapter*



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3.12 5/10/25 User(Regular)
$595/1375/2095

4.1 5/10/25 User(OEM)
$560/1195/1895

4.1 5/10/25 User(Regular)
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Danpex

PCI Ethernet Card	$129
EN-2400PB 16Bit BNC s/w	$42
EN-2400PT 16Bit 10BT s/w	$39
EN-2400P3 16Bit Combo 3-in-1	$47
EN-6200P2 1PCMCIA Combo	$150
EN-6000BT Pocket Lan 10BT	$135
EN-400I 4Port 10BT Hub	$125
EN-800A 8Port 10BT Hub	$155
EN-1212A 12Port 10BT Hub	$325
Modular Print-Server For Netware	$325

Ethernet Adapters

Intel

Etherexpress 16 16bit 5Pack/20pack	$575/1995
16bit Ethernet Combo PCLA 8100	$129
16bit Ethernet BNC PCLA 8110	$115
16bit Ethernet 10BT PCLA 8120	$115
16bit Ethernet Combo PCLA 8105/Flash	$159

Ethernet Adapters

3COM

3C509 Etherlink III Coax/TP	$117
3C509 Etherlink III 5pack	$528
3C590 PCI Combo	$165
3C595 PCI 10/100 10BT	$239

SMC

Ether card plus elite 16 Coax/TP	$119
Elite ultra 16bit Coax/TP	$115
Elite ultra 16bit 6pack/24pack	$675/2375
SMC Ultra 16 Bit Ethernet Combo	$135

COGENT DATA TECHNOLOGIES, INC.

PCMCIA UTP	$199
32-bit PCI Full Duplex Combo	$159
32-bit PCI Full Duplex UTP	$139
32-bit PCI 4-Port UTP Full Duplex	$529
32-bit 10/100 PCI Adapter	$199
16-bit ISA Adapter	$119

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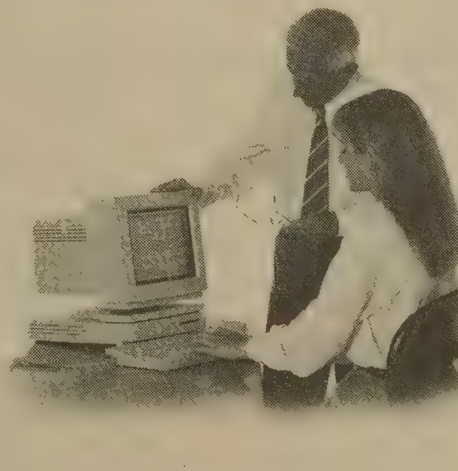

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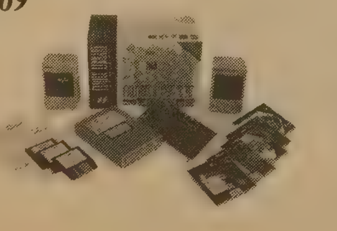

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LAPTOPS • BY ED KAHN

Windows 95 On Portables

Is Now The Time To Take Windows 95 With You On The Road?

Windows 95 hit the marketplace on August 24 amid the largest media blitz in the history of personal computing. I immediately installed it on my desktop computer and have been busy playing with it to get some idea of what the impact of this product will be on the market and to look for particular significance to laptop users. In this month's column, I will report some of my initial findings.

Windows 95 is clearly the future. Anyone who thinks they can escape this tidal wave will be drowned. While Microsoft presents the product as a simple migration and evolutionary step beyond previous releases of Windows, the fact is that eventually it will require the replacement of almost all hardware and software. I can best illustrate this by relating my experience on my desktop computer, which is admittedly a bit more complex than many computers as I need to regularly test a variety of hardware and software.

In anticipation of the roll out of the new Windows, I upgraded to a faster PCI motherboard. This would put my basic platform in a mid-range position to test the new product. I installed ATI's Graphic Xpression video board to accommodate the PCI motherboard.

I found that Windows 95 did not accurately recognize the Graphics Xpression card. One of the things that the new operating system is supposed to do is recognize hardware in order to make the system truly plug-and-play. But while the concept is great, it will take some time before all of the new hardware is built so Windows 95 will correctly identify it.

I love ATI's graphics card and recognize that a year from now all new cards will be made so Windows 95 will recognize them. Until these products flood the market, we will still have to fiddle with our computers to get all of the parts talking to each other.

A year ago, I installed the Maxtor DeskRunner PCMCIA card reader in my desktop. While I love the product, it uses over 100MB of space. Theoretically, Windows 95 can recognize the socket and replace the old memory-demanding drivers with protected-mode drivers. But in fact, I had to disable the socket driver because my favorite DOS program will not work within Windows 95 or even in DOS mode unless I manually reboot and disable some of my applications. Again, in theory this should not happen, but in fact it does happen. In time, I am sure this will be worked out, but two hours on the phone with Microsoft did not take care of the problem.

There is a similar story for my Sound Blaster 16 SCSI-2 card. Windows 95 needed to know which Adaptec card was the comparable model. In this case, the story was that Creative Labs did not release the required information. The end result was that lots of memory is needlessly eaten up by drivers that should not be necessary in Windows 95.

So where does that leave us? I feel positive about Windows 95. But one should not minimize the problems in migrating to the new operating system. If you have a simple system with lots of memory, there is no problem. But even then, in time you will want to replace lots of your software to get the maximum efficiency out of the system.

All of the software developers are coming out with new versions of the products. It is good business. Microsoft drives the computer industry. With the introduction of Windows 95, they have given all software companies an excuse to introduce an upgrade product.

This is a real boon to the software industry, as once they get their products as good as they can, they have a hard time finding an excuse to release a new version of successful software. Windows 95 gives a perfect excuse for a new release, which seems to be the life blood of software vendors.

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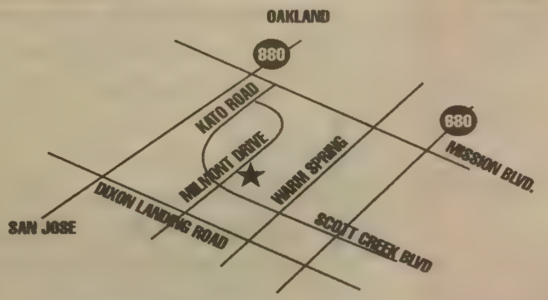

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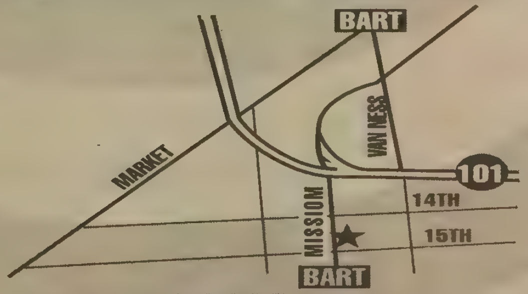

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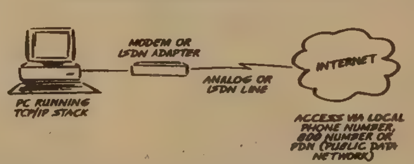


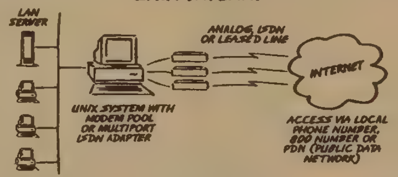
At home, the easiest way to connect with the Internet is through an on-line service such as CompuServe, Delphi or Prodigy. All you need is a PC, a modem, and communications software such as Carbon Copy or ProComm. The Internet provider takes care of everything else for a monthly fee plus a per-minute usage charge.

Another option is to use a service such as PSI's InterRamp which provides you with an actual IP address on the Internet. For this option, you need to run an IP protocol stack on your PC along with some type of Internet access package. There are packages available today that offer both TCP/IP and Internet access in a single package. Or, if you are technically adept, free "shareware" can be downloaded from the Internet.

LAN InterNet Access

Many companies today are choosing to provide all network members with Internet access. Following are two options for linking LANs to the Internet.

UNIX GATEWAY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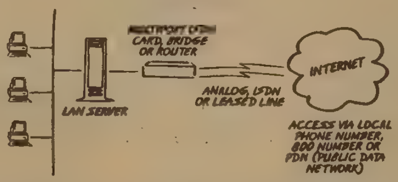
One of the easiest solutions is to set up a Unix host as a gateway for PC or terminal users to the Internet. For example, SCO's Global Access product integrates TCP/IP networking services, a graphical user interface, graphical e-mail, security and the SCO Unix operating system into a single package. Non-Unix Computers will need to run an X-terminals emulation package to access the Unix gateway. A modem pool Multiport ISDN adapter, or other communications device, is also needed.

IP ROUTER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For companies that don't want a dedicated Unix gateway, the LAN server or a router on the LAN can provide network members with Internet access. An IP protocol stack must be running on the server along with Windows, DOS or Macintosh client software. The server needs to be equipped with an adequate number of communications devices (such as a modem pool or Multiport ISDN LAN adapter) and it requires either a direct connection such as a leased line, or a switched connection such as an analog or ISDN phone line, to an Internet provider.

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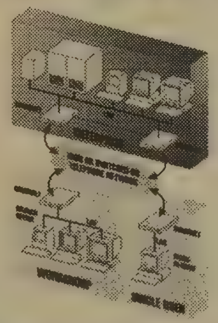
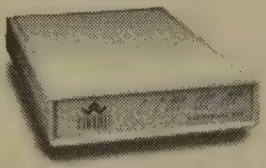


The EVERYWHERE 2000 Series is compatible with any computer with an Ethernet interface, and allows remote access to all applications and data resident on an enterprise network.



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Internet Firewall Server

Overview

The Internet Firewall Server defines a new product category of firewalls by combining packet filters and circuit-level gateways with an application server into a single, highly secure, self-contained system. It is a powerful, advanced security product that protects TCP/IP networks from unwanted external access as well as providing control of internal access to external services.

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- Packet Filtering - All packets going between the internal network must pass through the firewall.
- Circuit - Level Gateway - With all the connections being Circuit-Level connections, it allows you to enable outgoing Telnet, FTP, WWW, Gopher, AOL and your own user defined applications.
- Applications - The firewall server includes support for several standard applications such as Mail, News, WWW, FTP, and DNS.
- Audit Trails and Alarms - The firewall server has comprehensive audit and logging capability and provides alarms when probing is detected.
- Transparent Proxies - The firewall server allows off-the-shelf application software and many networking softwares to operate transparently through the firewall.

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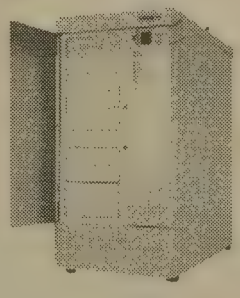

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Laptops *continued...*

What does all of this mean to on-the-go computer users? In terms of upgrading, I do not recommend installing Windows 95 on your old computer unless you are prepared to also make hardware changes. You should not work with less than 8MB of memory, no matter that Microsoft says the system will work with 4MB. You will also want a large enough hard drive to accommodate this huge operating system. The product comes on twelve 3.5" disks or on a CD-ROM. Upgrading a system with a 40MB hard drive doesn't make sense.

If you have a fairly new portable and can upgrade memory and hard drive, it may be worth it if you are intent on using Windows 95. My own inclination would be to stick with an older Windows. In general, I do not like to upgrade portables. I try to get the configuration I need at the beginning and stick with it. Upgrading is expensive, especially on portables that do not generally take generic parts. Instead, you usually have to buy upgrade items from the original vendor who often gets a hefty price for replacement parts. And in addition, there is no way to use your old parts again. On desktop machines, there is usually some salvage value to the old parts you abandon.

If you are buying a new portable, I think it is worth it to spend the money to get a system that has enough memory and large enough hard drive to accommodate Windows 95. As time moves on, this operating system will become increasingly standard.

What specific advantages does Windows 95 hold for users of portables? The most striking advantage is the Briefcase feature that lets you transfer files from one computer to another. The idea is that you can carry your work with you when you are on the road or go home at night; this way you can get your eighteen hours of work in each day. The feature works like this: You simply drag the files you want to carry along over to the briefcase icon. Then you copy the briefcase contents to another computer or a floppy drive. Simple. The only catch is that you have to be running Windows 95 on all of the computers. This is one incentive for getting the new operating system on your portable if you have it on your desktop machine.

If you have an older portable that works well, Windows 95 is not a good enough excuse to buy a newer machine unless you need the compatibility. On the other hand, it is probably not cost efficient to buy a new computer that cannot accommodate Windows 95. Soon most of the computers will be shipping with this new operating system. ■

continued on page 147

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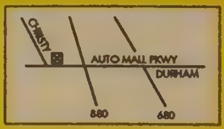

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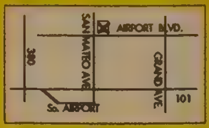

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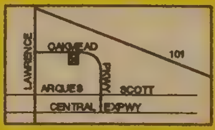

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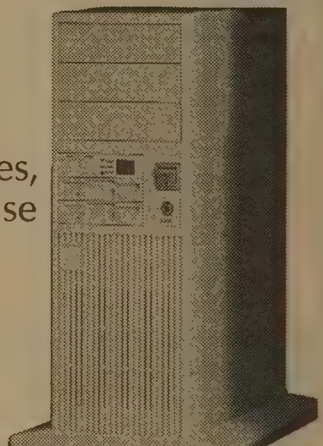

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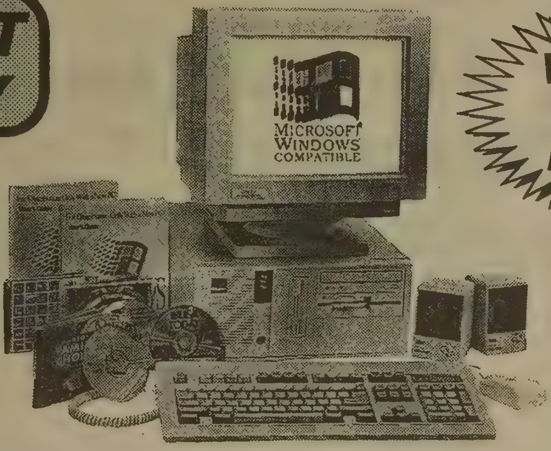

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NETWORKING • BY PETER JOHN HARRISON

Windows 95: Is Your Network Ready?

The Latest Version Of Windows Shows Symptoms Of "Dot-O" Syndrome

Administrators have been waiting for an Intel 80x86-based operating system designed from the bottom up to work in a networked environment. Windows 95 has come through on that front with seamless connections to Novell and Microsoft networks; even dial-up remote networking via modems and 64Kbps ISDN connections are easy to make with Windows 95.

So there is a lot to like about this latest chapter in the Windows saga, but is Windows 95 really ready to come online? What changes do we need to make to our network computing environments before we can take up the Windows 95 banner? What surprises await us when we join the Win95 fold?

After you have been in the computer industry for a few years, you have probably learned to avoid the "Dot-O" releases. These are the first commercial releases of software packages that have gone through revisions drastic enough to warrant a new version number and introduce new bugs into the software. "Dot-O" releases often have bugs that can cause major headaches for network managers. MS-DOS 3.0, 4.0, 6.0 and Windows 3.0 all had problems that made them unattractive choices for the production networking environment until they reached the "Dot-One" release, which tends to be more stable. Both Microsoft Windows 3.0 and Novell NetWare 3.0, for example, lasted on the market less than twelve months before being replaced with 3.1x versions that became mainstays of the network computing environment for years.

Microsoft, in an attempt to avoid the "Dot-O" syndrome, ran a beta program like no other in history. Microsoft distributed more copies of their "Final Beta" CD-ROM distribution, which came out last March, than most software packages sell in a lifetime. With few exceptions, it performed very well, and many people thought that Windows 95 might actually avoid the curse of the "Dot-O" release.

> **"Dot-O"** releases often have **bugs** that can cause major **headaches** for network managers.

Beta testing, however, is not the same as using a product in real life, and while I honestly think Windows 95 may be ready for your network, I doubt your network environment is ready for Windows 95. Just consider the raw power required to run Win95. Although you can run Win95 on a 4MB, 386-based system, Microsoft suggests a minimum 8MB, 486, and even that may not be enough. My 386SX/25 laptop system, for example, loads MS-DOS 6.22 and Windows 3.12 in less time than my souped-up 16MB 486DX/2-80 system loads Windows 95. Each networked system will also need a hard disk, something NetWare users could get away without having with Windows 3.1x. That adds a whole new level of complexity for those environments that use floppy-only and diskless workstations to force users to store information on easy-to-back-up file server systems.

Which brings me to my next point: Networked computing systems do not operate in a one- or two-computer beta-testing vacuum. They operate in a dynamic environment that depends on a wide variety of networking tools to keep things running smoothly. Win95 may allow users to share NetWare and Microsoft network files and printers, but network support requires more than simple file and printer sharing.

Some popular network support tools, for example, are not ready for Win95. NetWare Connect, Novell's modem pool software, does not work with Windows 95, and you may be completely out of luck if you use a less popular network platform. Artisoft LANtastic networking software, for example, can only operate as a client—not a server system.

Another major network support issue for Win95 is performing system backups. Win95 ships with backup software that works with popular local tape drives (though the new high-capacity drives are not supported), but that does not cut it in the network environment. Network managers need a whole-LAN solution that can back up dozens of computers that may run several different operating systems. There

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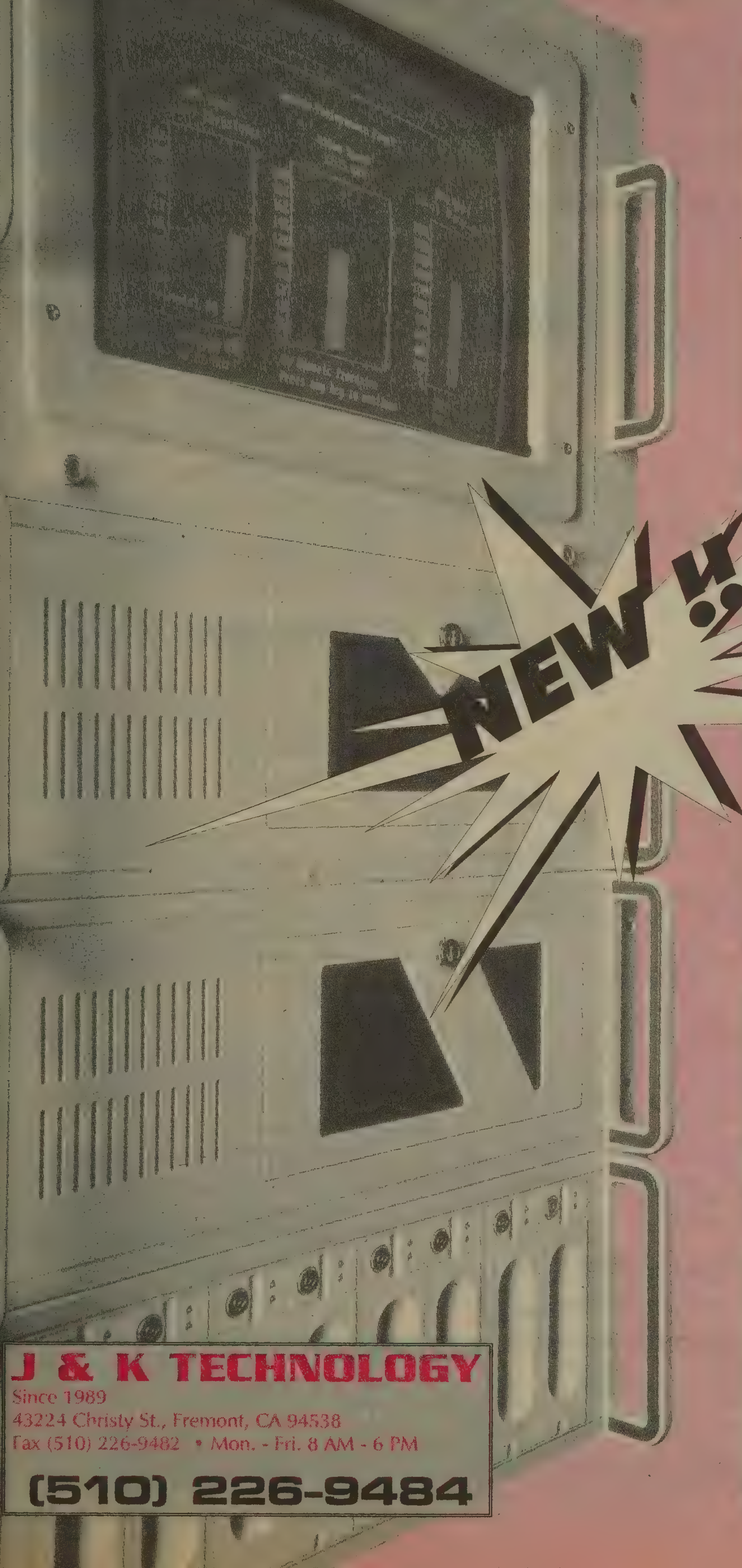

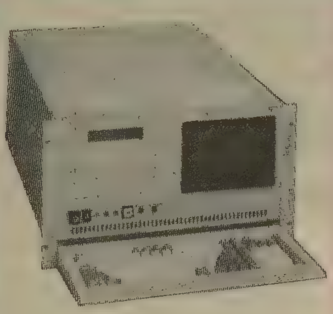

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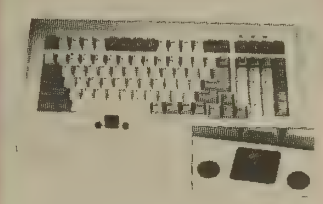

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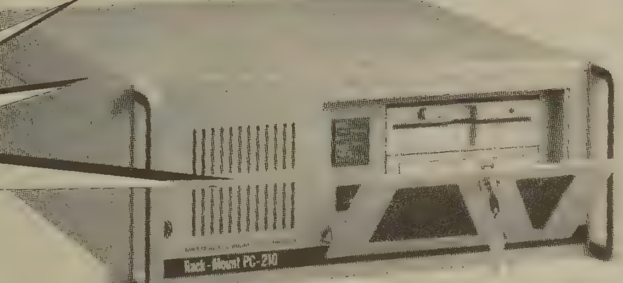

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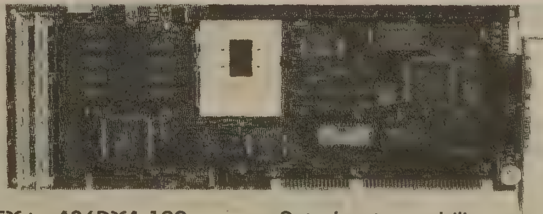

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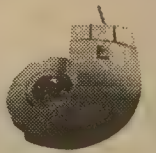

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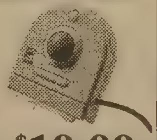

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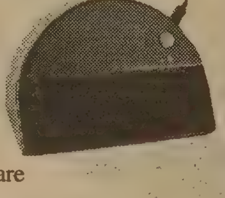

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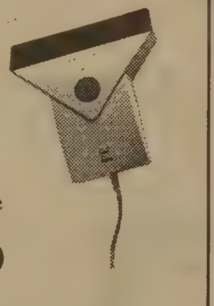

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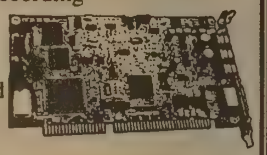

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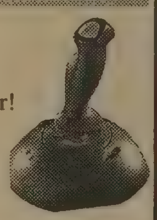

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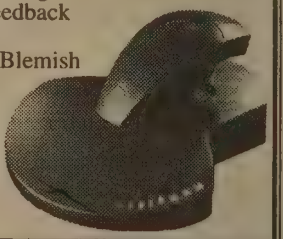

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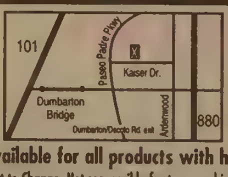

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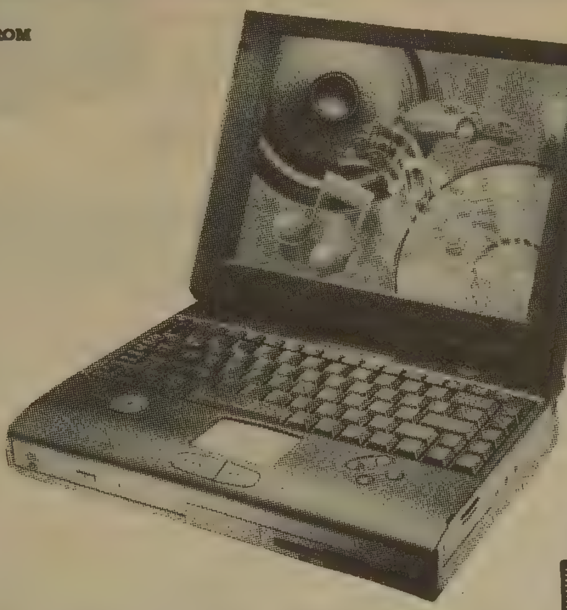

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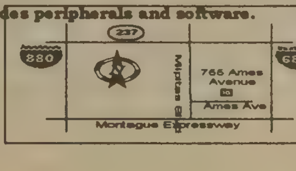

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are several backup systems that are designed to do this, but their software makers have not had a chance to develop Windows 95 "agents" that link network clients to the central backup server. The earliest ship dates I have heard for central server backup software are in October—and those software versions will be "beta" or "Dot-O" software that have not had a chance to prove themselves yet.

Perhaps the most insidious of the Win95 network support issues has to do with virus detection software. Most virus detection programs look for signs of tampering with the MS-DOS file system. Unfortunately, the organization of the Win95 file system is substantially different from that of MS-DOS. That means that your old virus software is not up to the task of detecting viruses in the Win95 file system, and that the people who create viruses have a whole new territory to explore. It may be some time before antivirus software makers learn how to effectively screen out unwanted viral infections.

> Microsoft, in an attempt to **avoid** the "Dot-O" **syndrome,** ran a beta program like no other in **history.**

The bottom line is that Windows 95 is still every bit the operating system platform that DOS/Windows users have been waiting for, but there is a big difference between the software being ready for us and our networks being ready for it. The hard part is explaining that to your network users—who are probably already arguing that they have it at home and it works just fine.

For these people I have a simple solution: Tape this article to the outside of your door. Then close the door and lock it. ■

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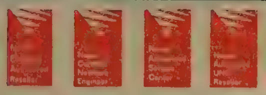

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- Unix based robust Web server.
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- AutoCAD® R12
- AutoCAD® LT/Win
- AutoCAD® Data Ext
- Autovision 2.0
- 3D® Studio R4.0
- Animator Studio for Windows™

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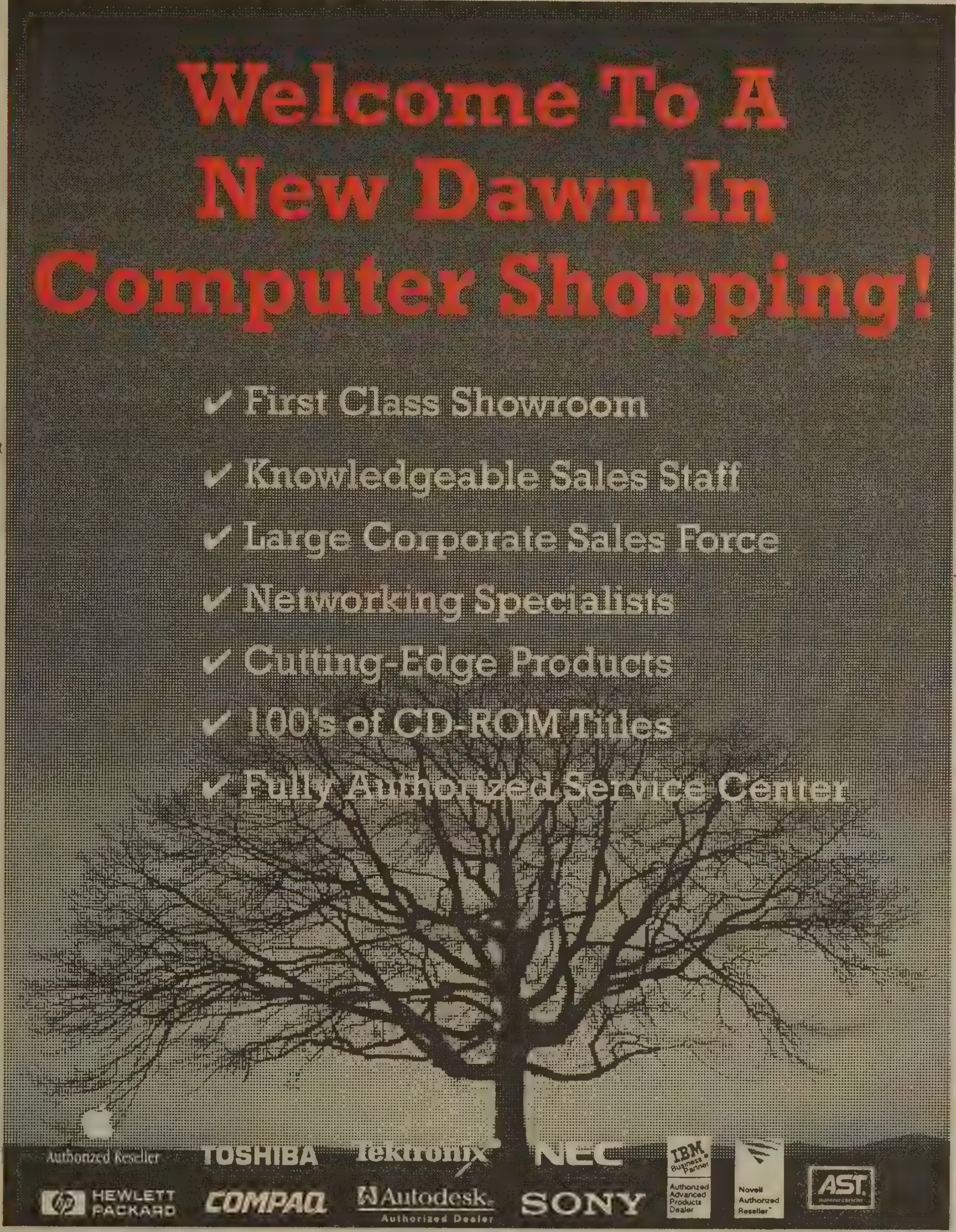

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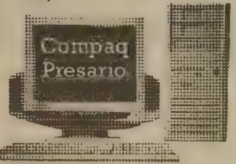
COMPAQ DESKTOP

Microsoft Windows 95 Ready! COMPAQ



Monitor not included

COMPAQ PRESARIO 992CDS

- Pentium® Processor 100 MHz
- 16 MB RAM
- 1 GB HD
- 16-bit Stereo sound
- 14.4 Fax/Modem
- 4X CD-ROM
- 1MB VRAM
- 3 Years Warranty

$2399.99

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Tektronix® Phaser® 340p
Color Printer

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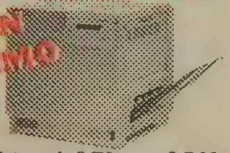
ON DEMO



Tektronix® Phaser® 540
Color Laser Printer

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per box of 10

Limit 5 boxes per customer formatted PC w/labels

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MASS STORAGE DRIVES

Maxtor 1.2 GB IDE
- 3.5"LP
- 12 ms
- 2 Years Warranty

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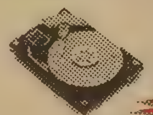


Part#71260AT

$289.00

MAXTOR EIDE

Part#	Size	MS	Your Price
7540AV	540 MB	12	$169.99
7850AV	850 MB	12	$209.99
71260AT	1.2 GB	11	$289.99

WESTERN DIGITAL 1.2 GB IDE
- 3.5"LP
- 11 ms
- 3 Years Warranty

SPECIAL PRICE

Part# WD31200

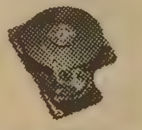
$319.99

WESTERN DIGITAL IDE

Part#	Size	MS	Your Price
WD2540	540 MB	11	$179.99
WD8500	850 MB	10	$199.99

CONNER 1.2GB IDE
- 3.5"LP
- 9.5 ms
- 2 Years Warranty

LIMITED SUPPLY



Part# CFS1275

$259.99

CONNER IDE

Part#	Size	MS	Your Price
CFS1275	1.2 GB	12	$259.99

CONNER SCSI

Part#	Size	MS	Your Price
CFP1080S	1.0 GB	11	[illegible]
CFP2105	2.1 GB	9.5	[illegible]

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HEWLETT PACKARD Authorized Reseller

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- Prints faxes when PC is turned off saves energy
- Plug-in-Installation easier installation compared to fax modems
- Speed:CCITT group 3 faxv.17(14400bps)
- Expands functionality of printer
- One year warranty

Part#7C2970A

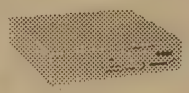
$149.99

SYQUEST REMOVABLE DRIVES

REMOVABLE STORAGES

SyQuest External 200 MB Drive
- 200 MB Cartridge
- Cables & Software (for MAC®)
- PC Software Included w/Controller purchase

GOOD BUY



$479.99

External SCSI 270 MB Drive
- 13.5ms seek time
- 270 MB
- Cables & Software (for MAC®)
- 18MS
- PC Software Included w/Controller purchase

COOL DEAL

$464.99

COLORADO TAPE BACK UP DRIVE

MASS STORAGE BACK-UP

Colorado T-1000
- Travan mechanism
- 800 MB back-up
- Cables and software included

COMPARE & SAVE

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GET CONTROL OF YOUR DRIVES!

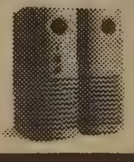
adaptec® TotalAdvantage™ VL
- AVA-2825VL to Fast SCSI & VL to EIDE
- Up to 2 standard or enhanced IDE devices
- Up to 2 standard and 1 floppy tape drive

$154.99 HOT BUY

SCSI CONTROLLERS

Part#	Description	Your Price
AHA-1460	Slim SCSI PCMCIA SCSI card	$194.99
1522	16-bit 7 HD/2 FD kit	$134.99
2825VL	Total Advantage VL	$154.99
AHA-2940	PCI SCSI Master RISC-BASED I/O	$259.99
MiniSCSI	MiniSCSI™ EPP Adapter	$154.99

YAMAHA POWERED SPEAKERS



YST-M5
- 3 watts per channel
- Video shielded
- Active Servo technology deliver life-like sound
- 90Hz-20KHz + 3dB
- Included AC Adapter

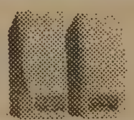
COMPARE & SAVE

$27.99

YAMAHA SPEAKERS

Part#	Description	Your Price
YST-M10	10 Watt per channel	$69.99

YAMAHA SUBWOOFER



YST-M10
- 10 watts per channel
- Video shielded

COMPARE & SAVE

$59.99

COMPUTER INPUT DEVICES

Part#	Description	Your Price
KETTRONICS	2000	$79.99
KETTRONICS	2001	$109.99
MICROSPEED	Deluxe 101	$29.99
MICROSPEED	Trackball	$59.99

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APPLE® MACINTOSH® PERFORMA® 631CD
- Motorola 68LC040-66/33 MHz Processor
- 8 MB RAM
- 500 MB HD
- AppleDesign® Keyboard
- 14.4 Fax Modem
- Double Speed CD-ROM
- 14" Performa® Plus Display

PT#:M4148LL/A

IN STOCK VALUE BUNDLE!

APPLE® MACINTOSH® PERFORMA® 6200CD
- PowerPC™ 603/75 MHz Processor
- 8 MB RAM
- 1GB Hard Disk
- Quad speed CD-ROM
- Macintosh® System 7.5
- AppleDesign® keyboard
- Software Bundle included
- Apple® Multiple Scan 15 Display

PT#:M4100LL/A

LOW PRICE GUARANTEE

APPLE® MACINTOSH® PERFORMA® 6116CD
- PowerPC™ 601/60 MHz Processor
- 8 MB RAM
- 700 MB HD
- Double speed CD-ROM
- AppleDesign® Keyboard
- 14.4 bps Fax Modem
- Software Bundle included
- 14" Performa® Plus display

PT#:M4094LL/A

Affordable Bundle

$1849.99

Compaq Presario Solutions

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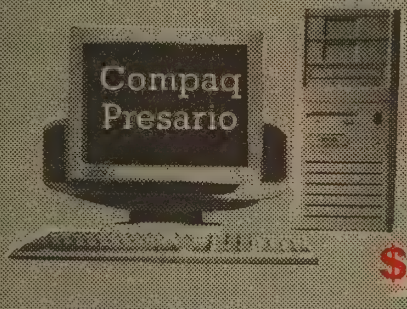

Monitor not included

COMPAQ PRESARIO 972CDS
- Pentium® Processor 75 MHz
- 8 MB RAM
- 840 MB HD
- 16-bit Stereo sound
- 14.4 Fax/Modem
- 4X CD-ROM
- 1MB VRAM
- 3 Years Warranty
- Desktop case

PT#:171400003

Pentium® 75 MHz

Limited Supply

$1699.99

COMPAQ PRESARIO 9546CDS
- Pentium® Processor 100 MHz
- 8 MB RAM
- 1.08 GB HD
- 16-bit Stereo sound
- 14.4 Fax/Modem
- 4X CD-ROM
- 1MB VRAM
- 3 Years Warranty

PT#:213950005

Pentium® 100 MHz

$2099.99

COMPAQ PRESARIO 992CDS
- Pentium® Processor 100 MHz
- 16 MB RAM
- 1 GB HD
- 16-bit Stereo sound
- 14.4 Fax/Modem
- 4X CD-ROM
- 1MB VRAM
- 3 Years Warranty

PT#:171550401

Pentium® 100 MHz

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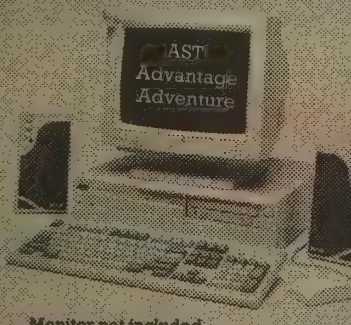

Monitor not included

AST® Advantage Adventure 6075p
- Pentium® Processor 75 MHz
- 8 MB RAM
- 540 MB HD
- 32-bit local bus graphics subsystem
- 14.4 Data/Fax/Voice
- Quad Speed CD-ROM
- Three 16-bit ISA
- Software Bundle
- 3 Years Warranty

PT#:501695-001

$1479.99

AST® Advantage Adventure 8075p
- Pentium® Processor 75 MHz
- 8 MB RAM
- 1 GB HD
- 32-bit local bus graphics subsystem
- 14.4 Fax Modem
- Quad Speed CD-ROM
- Five 16-bit ISA/Two 32-bit PCI
- Software Bundle
- 3 Years Warranty

PT#:501696-001

$1729.99

AST® Advantage Adventure 8100p
- Pentium® Processor 120 MHz
- 8 MB RAM
- 1 GB HD
- 32-bit local bus graphics subsystem
- 14.4 Fax Modem
- Quad Speed CD-ROM
- Five 16-bit ISA/Two 32-bit PCI
- Software Bundle
- 3 Years Warranty

PT#:501714-001

$2499.99

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NEW PCI APPLE® POWER MACINTOSH® ARRIVALS!

Apple® Power Macintosh® 7200/75

- PowerPC™ 601/75 MHz
- 8 MB RAM expandable to 56 MB
- 500 HD
- Quad Speed CD-ROM Drive
- 1 MB VRAM expandable to 4 MB
- 3 PCI expansion slots
- Built-in 10B-T and AAUI connector
- Stereo Input and Output

Monitor & Keyboard not included
Part# M4303LL/A

7200/75 8/500
CALL FOR BEST PRICE

Part#	Description	RAM HD	PCI Slots	Your Price
7200 SERIES				
M4303LL/A	PowerPC™ 601/75 MHz	8MB/500HD/4XCD	3	$CALL
M4082LL/A	PowerPC™ 601/90 MHz	8MB/500HD/4XCD	3	$CALL

APPLE® POWER MACINTOSH® 7500/100 SERIES

Apple® Power Macintosh® 7500/100

- PowerPC™ 601/100 MHz upgradeable to 604
- 16 MB RAM expandable to 512 MB
- 500 HD
- Quad Speed CD-ROM Drive
- 2 MB VRAM expandable to 4 MB
- 3 PCI expansion slots
- Built-in 10B-T and AAUI connector
- 24-bit Video input

Monitor & Keyboard not included
Part# M3100LL/A

7500/100 8/500
COMPARE & SAVE

Part#	Description	RAM HD	PCI Slots	Your Price
7500 SERIES				
M3100LL/A	PowerPC™ 601/100 MHz	16MB/500HD/4XCD	3	$CALL
M3102LL/A	PowerPC™ 601/100 MHz	16MB/1 GB/4XCD	3	$CALL

APPLE® POWER MACINTOSH® 8500/120 SERIES

Apple® Power Macintosh® 8500/120

- PowerPC™ 604/120 MHz
- 16 MB RAM expandable to 512 MB
- 1 GB HD
- 256K level-2 cache
- Quad Speed CD-ROM Drive
- 2 MB VRAM expandable to 4 MB
- 3 PCI expansion slots
- Built-in 10B-T and AAUI connector
- 24-bit Video input/output

Monitor & Keyboard not included
Part# M3104LL/A

8500/120 16/1GB
COMPARE & SAVE

Part#	Description	RAM HD	PCI Slots	Your Price
8500 SERIES				
M3104LL/A	PowerPC™ 604/120 MHz	16MB/1 GB/4XCD	3	$CALL
M3106LL/A	PowerPC™ 601/120 MHz	16MB/2 GB/4XCD	3	$CALL

APPLE® POWER MACINTOSH® 9500/120 SERIES

Apple® Power Macintosh® 9500/120

- PowerPC™ 604/120 MHz
- 16 MB RAM expandable to 512 MB
- 1 GB HD
- 512K level-2 cache
- Quad Speed CD-ROM Drive
- 2 MB VRAM expandable to 4 MB
- 6 PCI expansion slots
- Built-in 10B-T and AAUI connector

Monitor & Keyboard not included
Part# M3093LL/A

9500/120 16/1GB
CALL FOR BEST PRICE

Part#	Description	RAM HD	PCI Slots	Your Price
9500 SERIES				
M3093LL/A	PowerPC™ 604/120 MHz	16MB/1 GB/4XCD	3	$CALL
M4423LL/A	PowerPC™ 604/132 MHz	16MB/2 GB/4XCD	3	$CALL

APPLE® MACINTOSH® POWERBOOK® 190 SERIES

THE APPLE® MACINTOSH® POWERBOOK® SOURCE

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Apple® Macintosh® PowerBook® 190/66

- 68LC040/33 MHz
- 8 MB RAM expandable to 40 MB
- 500 HD
- 9.5" Mono
- Built-in Trackpad
- NiMh battery

Part# M3531LL/A

8/500
$1849.99

Apple® Macintosh® PowerBook® 190cs/66

- 68LC040/33 MHz
- 4 MB RAM expandable to 36 MB
- 500 HD
- 10.4"Dual Scan Color
- Built-in Trackpad
- NiMh battery

Part# M4073LL/A

4/500
$2199.99

Part#	RAM HD	Display	Available
190/66			
M3531LL/A	8MB/500 HD	9.5" Passive Matrix	$1849.99
190cs/66			
M4073LL/A	8MB/500 HD	10.4" Dual Scan	$2199.99

APPLE® MACINTOSH® POWERBOOK® 5300 SERIES

Apple® Macintosh® PowerBook® 5300/100

- PowerPC™ 603e/100 MHz
- 16 MB RAM expandable to 64 MB
- 750 HD
- 10.4" Dual Scan
- Stereo Input and Output
- Built-in Trackpad
- NiMh battery

Part# M3824LL/A

16/750
$3499.99

Part#	RAM HD	Display	Your Price
5300/100			
M3139LL/A	8MB/500 HD	9.5" Passive Matrix	$2099.99
5300cs/100			
M3825LL/A	8MB/500 HD	10.4" Dual Scan	$2699.99
5300c/100			
M3133LL/A	8MB/500 HD	10.4" Active Matrix	$3599.99
M4488LL/A	16MB/750 HD	10.4" Active Matrix	$4399.99
5300ce/117			
M3828LL/A	32MB/1.1 GB HD	10.4" Active Matrix	$6399.99

APPLE® POWERBOOK® 2300 SERIES

Apple® Macintosh® PowerBook Duo® 2300c/100

- PowerPC™ 603e/100
- 8 MB RAM expandable to 56 MB
- 750 HD
- 9.5" Active Color
- Built-in LocalTalk®

Part# M4220LL/A

8/750
COMING SOON

Part#	RAM HD	Display	Available
2300c/100			
M4221LL/A	20MB/1.1 GB HD	9.5" Active Matrix	Oct'95

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T2100 SERIES

TOSHIBA NOTEBOOKS

Part# PA1208U-S2A

TOSHIBA T2110CS

- 75 MHz IntelDX4™ Processor
- 4 MB RAM expandable to 28 MB
- 330 HD
- 1MB VRAM
- 2 PCMCIA slots
- 10.4" Dual Scan Color
- Built-in Power Supply
- AccuPoint Mouse

TOSHIBA

T2110CS
4/330 Color
$1999.99

Part# PA1198U-T2A

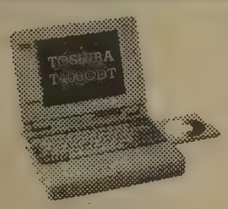
TOSHIBA T2130CT

- 75 MHz IntelDX4™ Processor
- 8 MB RAM expandable to 28 MB
- 520 HD
- 1MB VRAM
- 2 PCMCIA slots
- 10.4" Active Color
- Built-in Power Supply
- AccuPoint Mouse

T2130CT
8/520 Color
$3099.99

Part#	Description	RAM HD	Display	Your Price
T2100				
PA1175U-M3A	50MHz IntelDX2™	4MB/330HD	9.5" Monochrome	$1299.99
T2130CS				
PA1195U-S2A	75MHz IntelDX4™	8MB/520HD	10.4" Dual Scan Color	$2499.99
T2130CT				
PA1198U-T2A	75MHz IntelDX4™	8MB/520HD	10.4" Active Color	[illegible]

SATELLITE PRO SERIES



Part# PA1196U-T2A

TOSHIBA T400CDT

- 75MHz Pentium® Processor
- 8 MB RAM expandable to 40 MB
- 810 HD
- 2 PCMCIA slots(2 Type II or 1 Type III)
- 10.4" Active Color Screen
- 16-bit Sound Blaster compatible
- External floppy drive
- Up to 5 hours battery life

T400CDT
8/810 ActiveColor
CALL FOR AVAILABILITY

Part#	Description	RAM HD	Display	Your Price
400CS				
PA1207U-S2A	75MHz Pentium®	8MB/520HD/4XCD	10.4" Dual Scan Color	$CALL
400CDT				
PA1198U-T2A	75MHz Pentium®	8MB/520HD/4XCD	10.4" Active Color	$CALL

NEW

Part# PA1123U-T9A

TOSHIBA Portégé T610CT

- 90MHz Pentium® Processor Subnotebook
- 8 MB RAM expandable to 40 MB
- 720 HD
- 2 PCMCIA slots(2 Type II or 1 Type III)
- 9.5" Active Color Screen
- 16-bit Sound Blaster compatible
- External floppy drive
- Up to 5 hours battery life

T610CT
8/720 ActiveColor
IN STOCK

400 SERIES NOTEBOOKS

COMPAQ NOTEBOOKS

Part# 140350-005

Contura 420C

- 75 MHz IntelDX4™ Processor
- 8 MB RAM expandable to 32 MB
- 420 HD
- 2 PCMCIA slots
- 10.4" Dual Scan Color
- Optical trackball Mouse
- 3 Years Warranty

COMPAQ

Contura 420C
8/420 Color
$2499.99

Part#	Description	RAM HD	Display	Your Price
410C				
140100-004	50MHz IntelDX2™	4MB/350HD	9.5" Dual Scan Color	$1899.99
410CX				
140300-004	50MHz IntelDX4™	4MB/350HD	8.4" Active Color	[illegible]
420CX				
189250-005	75MHz IntelDX4™	8MB/420HD	10.4" Active Color	[illegible]
430C				
140200-402	100MHz IntelDX4™	8MB/720HD	10.4" Dual Scan Color	[illegible]
430CX				
189200-402	100MHz IntelDX4™	8MB/720HD	10.4" Active Color	[illegible]

IBM® THINKPAD® 701 SUB-NOTEBOOKS

IBM® THINKPAD® 701/755

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Authorized Advanced Products Dealer

ON STAND

Part# 26305TU

IBM®Thinkpad® 701c

- 75 MHz IntelDX4™ Processor
- 8 MB RAM expandable to 24MB
- 540 HD
- 2 PCMCIA slots
- 10.4" Active Color
- Built-in 14.4/14.4 fax modem
- 16-bit Sound
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$3899.99

Part#	Description	RAM HD	Display	Your Price
701C				
26302TU	75MHz IntelDX4™	8MB/360HD	10.4" Active Color	[illegible]
26305TU	75MHz IntelDX4™	8MB/540HD	10.4" Active Color	[illegible]

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Part# 95459BE

IBM®Thinkpad® 755CD

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- 810 HD
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- Mwave™ DSP16-bit Sound
- Internal 2XCD-ROM
- 3 Years Warranty

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755CX				
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"Let's Compute!"
Computown

TELECOMMUTING • BY ROBERT MOSKOWITZ

Creating Your Company's Telecommuting Policy

The Association Of Bay Area Governments Offers Help For Those Wanting To Telecommute

The Association of Bay Area Governments surrounding San Francisco is now offering a wide range of services of interest to employers and employees who are considering telecommuting.

As part of its Employer Assistance project, the association will conduct a "needs assessment" on-site. The purpose of this assessment is to gather information necessary to developing a practical, cost-effective telecommuting proposal for the company.

Staff will interview company managers to determine such critical factors as:

- Number of employees
- Nature of their work
- Who are likely to be the most successful telecommuters
- Advantages of telecommuting
- Skills and abilities of the workforce
- Management concerns about telecommuting
- Goals for telecommuting

They will then prepare a telecommuting proposal that outlines specific steps for the organization to take, and offers various ways for the Association to help implement a successful telecommuting project. These services can include help with:

Telecommuting Policy—Specialists will offer examples and advice in preparing a telecommuting policy for the organization. Building on the Association's "Model Telecommuting Policy," experts will advise employers on how to make changes to the policy that meet the individualized needs of the organization.

Internal Presentations—The Association is smart enough to realize that spreading the good word among company decision-makers about telecommuting is a critical element in getting a telecommuting project approved. Accordingly, Association staff are authorized to help company managers prepare their presentations to higher-level authority, or to meet directly with higher-level authority to present the pros and cons of telecommuting.

Telecommuting Candidate Selection—Since selecting the right people to be the first telecommuters in the organization is an important element for future success, the Association is set up to assist employers in identifying the best candidates for telecommuting through the use of surveys and other methods.

Telecommuting Orientation—The Association has a one-hour "orientation" session that it can deliver to an employer's new telecommuters. The session includes information on how to telecommute successfully, providing both telecommuters and their supervisors with useful tools to help make the employer's telecommuting program more of a win/win arrangement for everyone involved.

Telecommuting Training—The Association has prepared a self-guided training package available to telecommuters and their supervisors. It allows participants to go through the material at their own convenience and pace.

Program Evaluation—As telecommuting proceeds, the Association offers standardized evaluation surveys that employers can distribute to their telecommuters. The Association will then analyze the surveys and provide each employer with a written evaluation of the program's effectiveness, strengths, and weaknesses.

The Association wants to provide employers with a set of clear, consistent guidelines they can communicate to their telecommuters.

As regular readers of this space know,

JOBS SUITABLE FOR TELECOMMUTING ARE CHARACTERIZED BY CLEARLY DEFINED TASKS AND WORK PRODUCTS. A TELECOMMUTER'S PERFORMANCE IS MEASURED BY OUTPUT, NOT WORK LOCATION.

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Name ______________________ Title ______________
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City __________________ State __________ Zip _______
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1. Title/Job Function: (circle one)

Computer Systems/ Operations/Networking

101 ( ) IS/MIS/DP: *Operations Centralized*
102 ( ) IS/MIS/DP: *Operations Departmental*
103 ( ) PC/Microcomputer Systems
104 ( ) LAN/Network Systems
105 ( ) Data Communications/ Telecommunications
106 ( ) Systems Analysis/Programming
107 ( ) Software/Applications Development
108 ( ) Systems Engineering/Integration Technical Services
109 ( ) Other Computer Related

Administration/Departmental General Management

150 ( ) Executive
151 ( ) Financial/Accounting/Purchasing
152 ( ) Engineering
153 ( ) Sales/Marketing
154 ( ) Manufacturing/Production
155 ( ) Research & Development
156 ( ) Other Departmental

Professional and Others

157 ( ) Computer Related Consultant
158 ( ) Training/Education
159 ( ) Professionals (Legal, Medical, etc.)
160 ( ) Other (please specify)__________

2. Organization Primarily: (circle one)

201 ( ) Consultant
202 ( ) Dealer, Distributor, Retailer
203 ( ) Hardware Manufacturer
204 ( ) Software Developer
205 ( ) Value-Added Reseller
206 ( ) Other Computer Services
207 ( ) Aerospace
208 ( ) Architecture
209 ( ) Automotive
210 ( ) Banking
211 ( ) Chemical
212 ( ) Consumer Package Goods
213 ( ) Defense
214 ( ) Education
215 ( ) Electronics
216 ( ) Entertainment
217 ( ) Environment
218 ( ) Forestry, Mining, Metals and Glass
219 ( ) Government, Local
220 ( ) Government, Federal
221 ( ) Government, State
222 ( ) Healthcare
223 ( ) Hobby/Personal Use
224 ( ) Insurance
225 ( ) Media
226 ( ) Oil and Gas
227 ( ) Pharmaceuticals
228 ( ) Professional Services
229 ( ) Retail/Wholesale
230 ( ) Telecommunications
231 ( ) Travel and Transportation
232 ( ) Utilities
233 ( ) Other ______________

M

3. Current Operating Systems: (circle all that apply)

301 ( ) OpenVMS VAX
302 ( ) OpenVMS AXP
303 ( ) UNIX
304 ( ) Windows
305 ( ) Windows NT
306 ( ) Windows 95
307 ( ) MS-DOS
308 ( ) OS/2
309 ( ) System7
310 ( ) VM
311 ( ) OS/400
312 ( ) MVS
313 ( ) Other ______________

4. Number of Employees (company-wide): (circle one)

401 ( ) 10,000 or more
402 ( ) 5,000 to 9,999
403 ( ) 1,000 to 4,999
404 ( ) 500 to 999
405 ( ) 250 to 499
406 ( ) 100 to 249
407 ( ) 6 to 99
408 ( ) Fewer than 6

5. Annual Computer-Related Expenditures (company-wide): (circle one)

501 ( ) Over $ 50,000,000
502 ( ) Over $ 10,000,000
503 ( ) Over $ 1,000,001
504 ( ) $500,001 - $1,000,000
505 ( ) $250,001 - $500,000
506 ( ) $50,000 - $250,000
507 ( ) Don't Know

6. I recommend, approve or purchase computer hardware/software and/or services

( ) Yes ( ) No

( ) Check here for full program information.

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Telecommuting *continued...*

> **THE ASSOCIATION OF BAY AREA GOVERNMENTS WANTS TO PROVIDE EMPLOYERS WITH A SET OF CLEAR, CONSISTENT GUIDELINES THEY CAN COMMUNICATE TO THEIR TELECOMMUTERS.**

telecommuting policies should be broad enough to allow individual work groups to customize them to meet special needs, while strong enough to create a consistent set of rules for telecommuters throughout the organization.

The Association recommends that the human resources or personnel department guide the development of telecommuting policies, with plenty of input from both management and employees.

According to the Association, the main policy considerations should include:

- The definition and interpretation of telecommuting within the organization.
- A simple statement outlining the organization's commitment to telecommuting.
- Statements about business needs, terms and conditions of telecommuting employment, time-keeping and overtime work, proprietary information and data security, work space designation, the telecommuting agreement, tax implications, dependent care, assignments and project scheduling, and the voluntary nature of telecommuting.
- Selection of telecommuting candidates, with specific information regarding qualifying the job characteristics, telecommuter characteristics, and supervisors' characteristics that the organization will use to determine who may and may not telecommute.
- The definition of what equipment the organization will provide and who will be responsible for its care.
- How the organization will measure performance and evaluate the success of individual telecommuters, as well as the telecommuting program more generally. As noted many times, the same guidelines that work for "managing by objectives" serves as a solid basis for evaluating the success and performance of telecommuters.
- There should be wording about individual safety, and perhaps some guidelines regarding ergonomics.

Sample Telecommuting Policy

Telecommuting, or allowing some employees to work at home during a part of their scheduled hours, can both accommodate the needs of the employees and benefit the Organization. Our Organization considers telecommuting to be a viable work option that, when appropri-

continued on page 251

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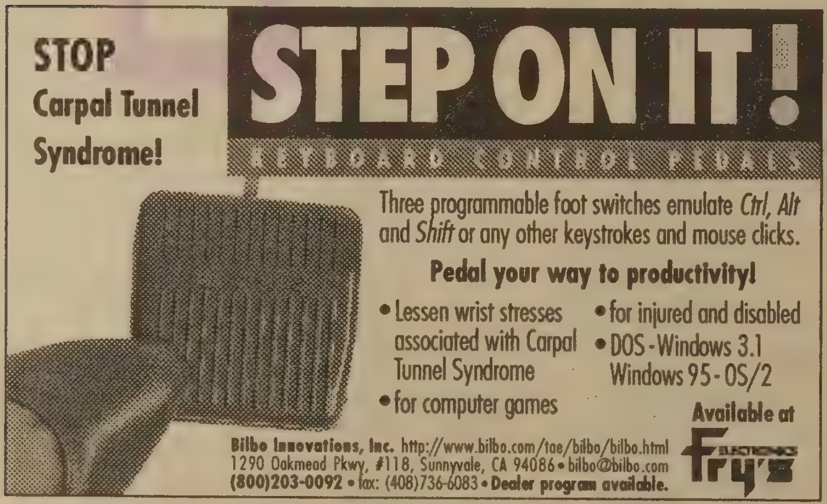
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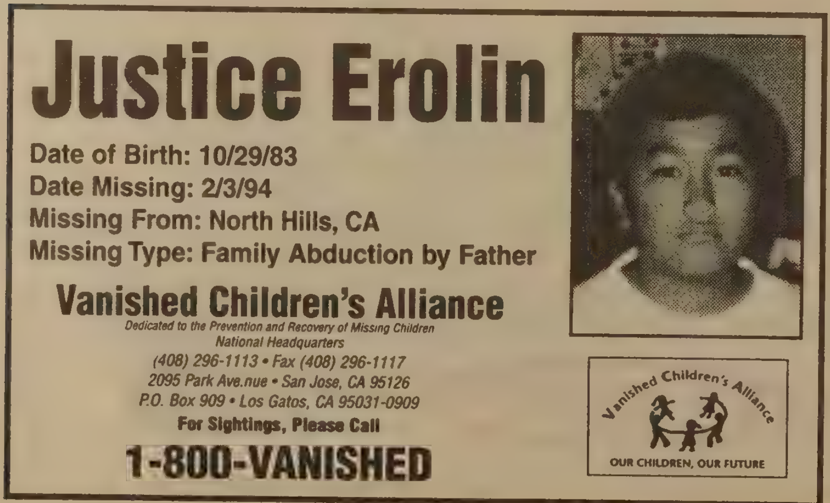
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Missing From: North Hills, CA
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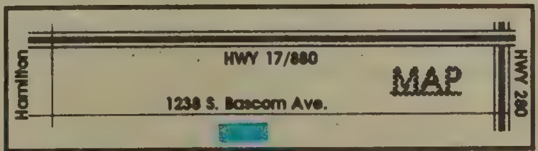

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- Trident 9440 VLB 1MB Windows Accelerator
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- Premium Digital Mini Tower 230W PS
- Mitsumi 101 Enhanced Keyboard
- 3 Button MS Compatible Mouse w/ Pad

100DX4	$867
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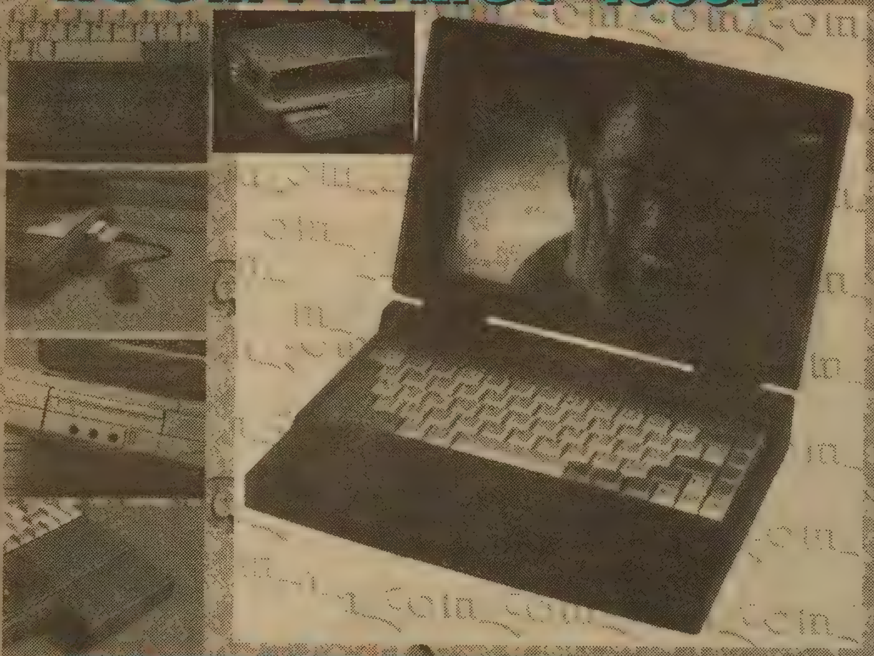
Cryix-5X	$1354

ACOM PATRIOT 4000F



ACOM PATRIOT 6000A

ACOM PATRIOT 4000F SPECIFICATIONS

CPU
- 486DX2-66SL, 486DX4-100SL or Cyrix5X-100

BIOS
- 1MB Phoenix systems Flash BIOS

Memory
- 4MB/8MB RAM Module support, expandable to 8/12/16/20/24/32MB

Display
- 32Bit VLB VGA sub-system with 1MB video RAM onboard
- Support LCD/external monitor simultaneous display
- LCD resolution: 640x480x256 colors with virtual screen
- CRT resolution: 1024x768x256 colors
- Programmable screen saver
- 1024x768 super VGA non-interlaced external output
- 10.4" VGA DSTN DualScan color LCD
- 10.4" VGA TFT ActiveMatrix color LCD

Data Storage
- Built-in one removeable 3.5" 1.44MB FDD,
- Built-in one 2.5" 510MB harddrive and up
- Programmable power down feature

PCMCIA
- Built-In 2 PCMCIA type-II slots or 1 type-III slot

I/O Ports
- 1x9 pin serial port (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x200 pin docking interface

Audio
- Built-in speakers and microphone
- Built-in 16bit audio compatible with Sound Blaster 16 and Windows Sound System
- Line-In, Line-out and external microphone jacks

Pointing Device
- Built-in PS/2 capacitive touch-sensitive trackpad

Keyboard
- 86 keyboard with support for all keys of an AT-enhanced keyboard Inverted "T" cursor control keys.
- 12 total function keys
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Power System
- Auto-sensing 110V-240V AC adaptor
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- 4 hour single battery life, 8 hour dual battery life

Dimemsion
- 8.7"(D) x 11.4"(L) x 1.88"(H)

Weight
- 5.9LBS (with battery)

ACOM PATRIOT 6000A SPECIFICATIONS

CPU
- 486DX4 100SL or Cyrix5X-100

BIOS
- 1MB Phoenix systems Flash BIOS

Memory
- 8MB RAM onboard, up to 8/12/16/20/24/32MB using industrial standard 72 pin SIMM

Display
- 32Bit VLB VGA sub-system with 1MB video RAM onboard
- Support LCD/external monitor simultaneous display
- 10.4" VGA DSTN DualScan color LCD
- 10.4" VGA TFT ActiveMatrix color LCD

Data Storage
- Built-In one 2.5" 510MB harddrive and up
- Built-in one removeable 3.5" 1.44MB FDD,
- replaceable with 5.25" 2X/4X ATATPI IDE CD-ROM

PCMCIA
- Built-in 2 PCMCIA type-II slots or 1 type-III slot

I/O Ports
- 1 x9 pin serial port (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x200 pin docking interface

Wireless Link
- Built-In IrDA compatible HP infra-red Transmitt module

Audio
- Built-in speakers and microphone
- Built-in 16bit audio compatible with Sound Blaster 16 and Windows Sound System
- Line-In, Line-out and external microphone jacks

Pointing Device
- Built-In PS/2 capacitive touch-sensitive trackpad

Keyboard
- 86 keyboard with support for all keys of an AT-enhanced keyboard inverted "T" cursor control keys.

Power System
- Auto-sensing 110V-240V AC adaptor
- Removeable & rechargeable 33.6Wh NiMH battery

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- 8.82"(D) x 11.5"(L) x 1.89"(H)

Weight
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- Car Adaptor
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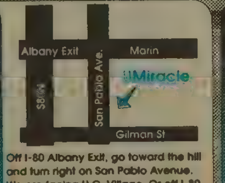

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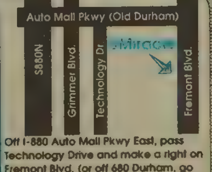

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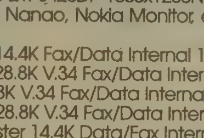

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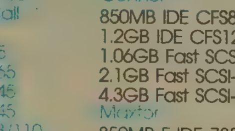

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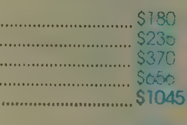

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The CGI Thing:

Getting More Out Of The Web

Everyone is enraptured with the Web. So much so that these days the Web tends to overshadow the Internet itself in the public imagination.

It's not difficult to see why: the Internet is just plain murky, a tangled collection of cables and protocols that support an unruly bunch of client/server applications. By contrast, the Web (which is just one of the many applications the Internet serves) is easy to use, visually interesting, and growing at a mind-boggling rate.

And consequently, a lot of people are also convinced that the Web is an appropriate medium for net-based commerce. This conviction is so powerful that it has already fueled some extraordinary events of conventional commerce like this summer's Netscape IPO.

In its natural state, the Web is really not much more than a mutant version of the Internet's file transfer program ftp: the Web and ftp are both tools for copying files from a server to a client. In the Web's case these files are usually called pages and tend to be encoded in HTML (the HyperText Markup Language). Web clients can decode HTML and do many fine things with the files they receive, but the essential principle behind the Web is fundamentally the same as that for ftp.

For those not familiar with ftp, it is one of the Internet's oldest and plainest applications, and it is not the cornerstone of anybody's ideas about making gobs of money via the Internet. If, like ftp, the Web could promise nothing more than the delivery of static files, it would hardly be worthy of the hoopla.

However, one of the features that differentiates the Web from ftp (and considerably enhances the Web's commercial possibilities) is the Common Gateway Interface, or CGI.

CGI is nothing more than an interface or protocol for running an external program from a Web server and returning the program's output to a Web client for display. CGI replaces an older, simpler interface called HTBIN. CGI enables Web users to do more things from the convenience of a Web browser. Using CGI it is possible to access other Internet applications (finger and mail, for example) or foreign data sources (Oracle, Sybase, and Informix databases, for example) via a Web server.

What Is CGI?

CGI is getting a great deal of manic attention these days, and it will be worthwhile to take a few deep breaths (trying not to hyperventilate) and step back to consider what it all means.

For most Web users, CGI is something that operates happily behind the scenes. In the course of browsing the Web, you may run across an URL (Uniform Resource Locator, see below) that refers to cgi-bin or something of that sort. Apart from the appearance of unusual URLs, a user need not know whether (or when) the gateway interface is being invoked. It is helpful, but hardly necessary for a Web user to know some basic facts about CGI.

For administrators of Web sites, CGI is a mixed blessing. On one hand, CGI programs do significantly extend the range of services that can be published via a Web server. At the same time, however, allowing net users to execute programs on your computer more or less anonymously can be a tremendous security risk. The degree of risk depends on the quality of the programs to which access is offered, and this means taking care to test each CGI program before installing it for public use.

For programmers or for people who just like to putter around with this sort of thing, CGI offers an opportunity to do some creative work. CGI is a particular boon for programmers who like to work in scripting languages (such as PERL or the Bourne Shell's command language). Technically, a CGI program can be written in any language. Practically, a large number of CGI programs are being written in scripting languages because scripting languages are both easy to debug and a convenient way of providing CGI "wrappers" for preexisting programs.

How Does It Work?

Like everything else that happens on Web servers, the execution of CGI programs is triggered by receiving a request from a Web client. Requests take the form of URLs. An URL for an ordinary file looks like this:

http://home.mcom.com/home/whats-new.html

(This URL points to the "What's New" page at Netscape.) An URL to execute an external program looks much the same:

The Internet is just plain murky, a tangled collection of cables and protocols that support an unruly bunch of client/server applications.

http://hoohoo.ncsa.uiuc.edu/cgi-bin/test-cgi This URL executes a program named "test-cgi" located in the cgi-bin directory at *hoohoo.ncsa.uiuc.edu* . Test-cgi is a UNIX shell script that simply echos back some of the environment variables it inherits from the Web server. The source code for this script is shown in Figure 1.

When a Web server receives an URL that names a file in its cgi-bin directory, the named file is executed with any command line arguments that are appended to the URL. Ordinarily the command line arguments for CGI programs will be constructed automatically by the Web client as it interprets any input the user makes via an HTML form. (HTML support for form-based data entry is another topic in its own right.)

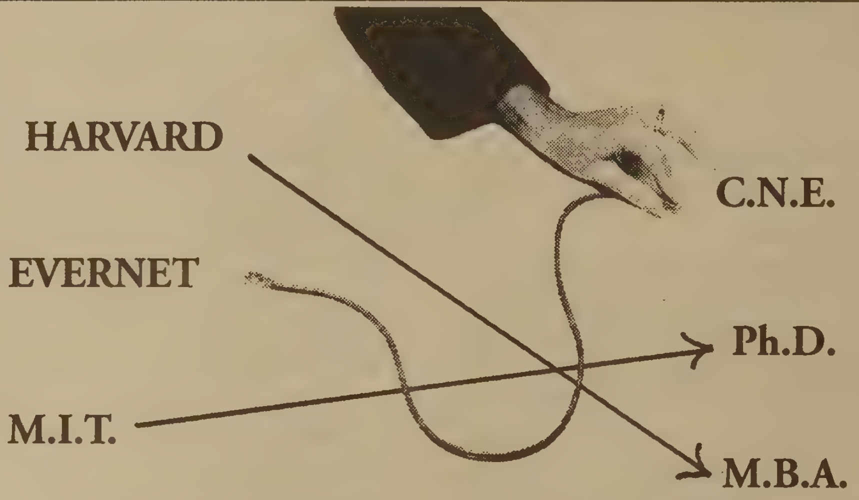
The role of CGI in all of this is to specify three things: a directory in the Web server can look for programs to execute, a number of environment variables the Web server can use to communicate with programs it runs, and conventions for passing input to and getting output from the programs being executed.

The directory containing programs the server is allowed to execute is known as the "cgi-bin" directory and usually (but not necessarily) its physical pathname contains the name "cgi-bin". This name continues the UNIX habit of using the "bin" for directories containing executable programs. Bin used to stand for "binary," but don't assume that the contents of cgi-bin (or for that matter, any of the UNIX bins) are binary files. As noted above, many CGI programs are scripts.

The environment variables a Web server uses to communicate with external programs have to do with the identity and network location of the user requesting the program execution and with details of the request. A few of these variables are listed in the source code for test-cgi in Figure 1. The server sets the value of these variables before starting a CGI program. The program can read these variables, but can't use them to pass information back to the server.

Conventions for providing input to CGI programs are fairly simple: when a CGI program is executed, the Web server controlling it has access to the program's standard input and can set any command line arguments that control the execution of the program. What input the server gives a CGI program depends on what has been collected from the user, and this depends heavily on how the Web page used to trigger an external program has been set up.

Command line arguments are particularly important for controlling those CGI programs that search for a user-specified value. For example, there's a page on the Web that lets the user search for a sequence of digits in the decimal portion of pi (see the URL *http://www.aros.net/~angio/pi_stuff/piquery.html*). The search is performed by a CGI program that needs to know what string of digits the user is looking for. When the entry form on this page is filled out and submitted, it generates an URL like the following: *http://www.confusion.net/~angio/cgi-*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UNIX *continued...*

bin/mypi?UsrQuery=102948

When it arrives at the server, this URL invokes the CGI program "mypi" with UsrQuery set to "102948." The mypi program must be set up to accept an argument named UsrQuery with a value of 102948.

Output from CGI programs will be returned to the Web server, and can be either an instruction to the server describing the location of an existing Web page to return to the user or a stream of data to be returned to the client. In either case, the CGI program must provide a header describing what kind of output follows. In the test-cgi script, for example, the header consists of:

Content-type: text/plain

Naturally, the other popular content type for CGI programs is text/html.

The chief limitation of CGI programs is that the Web doesn't support anything like an interactive gateway: a CGI program launched by an URL must get all the input it needs at the time it is started. Once a CGI program begins executing, the user has no way to interact with it or affect its execution.

Figure 1:

The source code for test-cgi

```
#!/bin/sh
echo Content-type: text/plain echo
echo CGI/1.0 test script report: echo
echo argc is $#. argv is "$*". echo
echo SERVER_SOFTWARE = $SERVER_SOFTWARE
echo SERVER_NAME = $SERVER_NAME
echo GATEWAY_INTERFACE = $GATEWAY_INTERFACE
echo SERVER_PROTOCOL = $SERVER_PROTOCOL
echo SERVER_PORT = $SERVER_PORT
echo REQUEST_METHOD = $REQUEST_METHOD
echo HTTP_ACCEPT = "$HTTP_ACCEPT"
echo PATH_INFO = $PATH_INFO
echo PATH_TRANSLATED = $PATH_TRANSLATED
echo SCRIPT_NAME = $SCRIPT_NAME
echo QUERY_STRING = $QUERY_STRING
echo REMOTE_HOST = $REMOTE_HOST
echo REMOTE_ADDR = $REMOTE_ADDR
echo REMOTE_USER = $REMOTE_USER
echo CONTENT_TYPE = $CONTENT_TYPE
echo CONTENT_LENGTH = $CONTENT_LENGTH
```

A determined programmer, however, can create a CGI program that will do almost anything. There is, for example, a set of CGI PERL scripts that can be used to edit Web pages through successive CGI commands. Matt Miller is the author and information can be found at: *http://www.goshen.edu/~mattdm/edithtml* . A truly interactive Web gateway may take a little longer, but commerce being what it is, someone's undoubtedly working on it.

For further information, there are rich collections of CGI-related pages at the following Web sites:

http://hoohoo.ncsa.uiuc.edu/cgi

http://www.yahoo.com/Computers/World_Wide_Web ■

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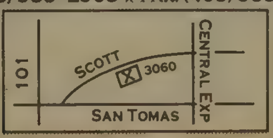

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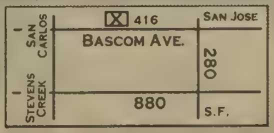

OS/2 • BY FABIAN PASCAL

Plug And Play

...And Plug And Play And Plug...And Plug...

In a previous column I mentioned the desirable basic features of a Pentium motherboard, and overviewed the one I started with as an upgrade to my old 486 EISA system—the Intel Zappa Advanced. While, on the face of it, an Intel motherboard seems logical in a Pentium/PCI world, I was not impressed with the Zappa and wondered about Intel's responsiveness and support.

I made a list of concerns (see sidebar 1) and tried, by various means, to get a response from Intel. Finally, at their request, I emailed the list to an Internet address where they collect feedback on motherboards.

After a very long wait and several inquiries, I was contacted by the manager of OEM support, but none of the issues were addressed to my satisfaction (subsequently a couple of other owners of Intel motherboards also expressed dissatisfaction with Intel).

Note: Most motherboard makers do not support end-users directly, only OEMs. The problem is that very few resellers have sufficient knowledge for technical support, and users end up caught between that and the maker's policy.

AIRborne...Or Maybe Not

So I switched to another board, the 54CPI by Advanced Integrated Research (AIR), which has the same basic characteristics as the Zappa, an additional PCI slot, a more extended version of the AMI PnP BIOS, somewhat bigger size, and a more sensible layout. Being made by a local, smaller company has, of course, both pros and cons (see below).

In the previous column I claimed that it is difficult, in general, for users to identify sources of problems, let alone resolve them. What follows is an excellent case in point.

With the AIR board installed there was no problem booting either DOS or OS/2. One of the first things I did was to run the CTS port diagnostics DOS utility (reviewed in a previous column). While both serial ports passed its tests, it would not recognize the external modem attached to one of them. Since the mouse connected to the other serial port was working, I switched the modem and the mouse; the mouse stopped working.

Devices connect to serial ports via flat (internal) cables; the question now was whether the defect was in the cable or in the port (one hopes for the former, for obvious reasons). I swapped the two cables and alas, no luck: the port was defective.

Replacing (and retesting) a motherboard is a pretty disruptive proposition; doing it for just a serial port would be annoying. But there were some additional problems (see below) and, given the defective port, if the other problems were, indeed, due to motherboard defects, then replacement would rid me of them too.

AIR replaced the motherboard at their location.

(In switching from an external SCSI CD-ROM to an internal IDE one [more on this in a future column], I also ran into what may be a defective primary IDE controller on the second motherboard. If so, there seems to be some quality control problems at AIR. As of this writing, I have not been able to get a response from them to several inquiries.)

Unfortunately, the problems did not go away and they were serious and frequent: file corruption—lost clusters, cross-linkages, allocation errors—with and without OS/2 system hangs. I did not experience this with my old system or with the Zappa (during the short time I had it) and, since the configuration, except for the motherboard, was the same, I naturally suspected the motherboard.

Still, it remains unclear to me, as well as to everybody I talked to, how a motherboard would cause this kind of problem.

Running CHKDSK (a boot from an OS/2 diskette is required and recommended after hangs or corruption) I noticed, first, that a certain file—SVGADATA.ERR, to which OS/2 writes transparently during video operations—was frequently affected. I connected this with the fact that all three scanning applications I have been trying to evaluate scanned correctly, but the system would hang when they saved the scans to files.

Then, another scanning application, CopyShop/2 (also described previously), which had been working fine, started hanging the system too, with CHKDSK showing corruption of a log file to which the program was recording the scans.

Because the writing is transparently done during the scan (courtesy of OS/2's multithreading capability), it looked as if the scanning process failed, obscuring the real problem which, it was clear now, had something to do with writing to disk (particularly as I realized that hangs left the hard drive activity LED on).

My first instinct was to deactivate OS/2 caching, but this did not help. It was only when one hang occurred at bootup, prior to OS/2 loading and another during DOS booting, that I started suspecting some SCSI problem.

On The Bus

My SCSI configuration consisted, internally, of two SCSI-2 hard drives: a 1.2GB fast-SCSI by HP and a 240MB by Quantum; and, externally, of a

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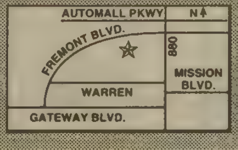

OS/2 *continued...*

Bernoulli 150 and a HP ScanJet 3C. They were all driven by an Adaptec PCI AHA2940 controller supported by a driver that comes with Warp (AIC7870.ADD). There were also three third-party OS/2 scanner drivers involved, bundled with the applications.

In this setup, aside from the drivers, either of the four cables, four devices, controller, or a combination thereof could be the source of the problem. The title of this article was derived from the long and tedious process of elimination the user has to embark on in such circumstances: taking all external devices off and reconnecting them, one by one, replacing the SCSI cables all the while.

Adaptec suspected a termination problem (see SCSI sidebar). All external devices had clear and convenient termination facilities, no problem there. But internal hard drives must be dismounted to be inspected for termination, not an attractive proposition. It turned out that, indeed, the two drives were inversely terminated, so I simply switched their position in the SCSI chain (make sure you always have documentation for every drive on your system, for termination instructions).

After so much time and effort and so many boots I felt relieved to have found the source of the problem. Or so I thought. For, as it turned out, the problems persisted even after the termination was corrected.

So I asked Adaptec for another controller, this time a wide-SCSI version of the 2940, the 2940W. While this introduced some additional factors into the equation, it also offered yet another variation for debugging. I repeated the device elimination process, but the 2940W controller did not eliminate the problem either.

Because, unlike the Zappa, the AIR motherboard accepts full-length cards, I could try DPT's SmartCache III controller (the current PCI version of their EISA SmartCache II I used in my old system). Like the Adaptec, it is supported by a driver (DPT20XX.ADD) that comes with Warp.

But the DPT controller would not even boot. So they had me boot from a DOS diskette and run the DPT Store Manager utility with a /ZAP option. This removed some information on the drive's reserved block which, apparently, is sometimes necessary when going from one SCSI controller to another, because that information may confuse the DPT controller into seeing a smaller drive than it actually is. After the zapping, the controller recognized all the SCSI devices correctly, including the 1003 cylinders on the HP drive, and OS/2 booted (see also below—this means that standard-adhering controllers are not transparently interchangeable).

It was only at this point that the hangs and corruption seemed to have stopped. To verify, I tried the scanning applications. But now, even though the scanner was recognized by the controller, two different versions of one of the OS/2 ScanJet drivers (Danmar's SCANOS2.SYS) could not see the scanner and

continued on page 335

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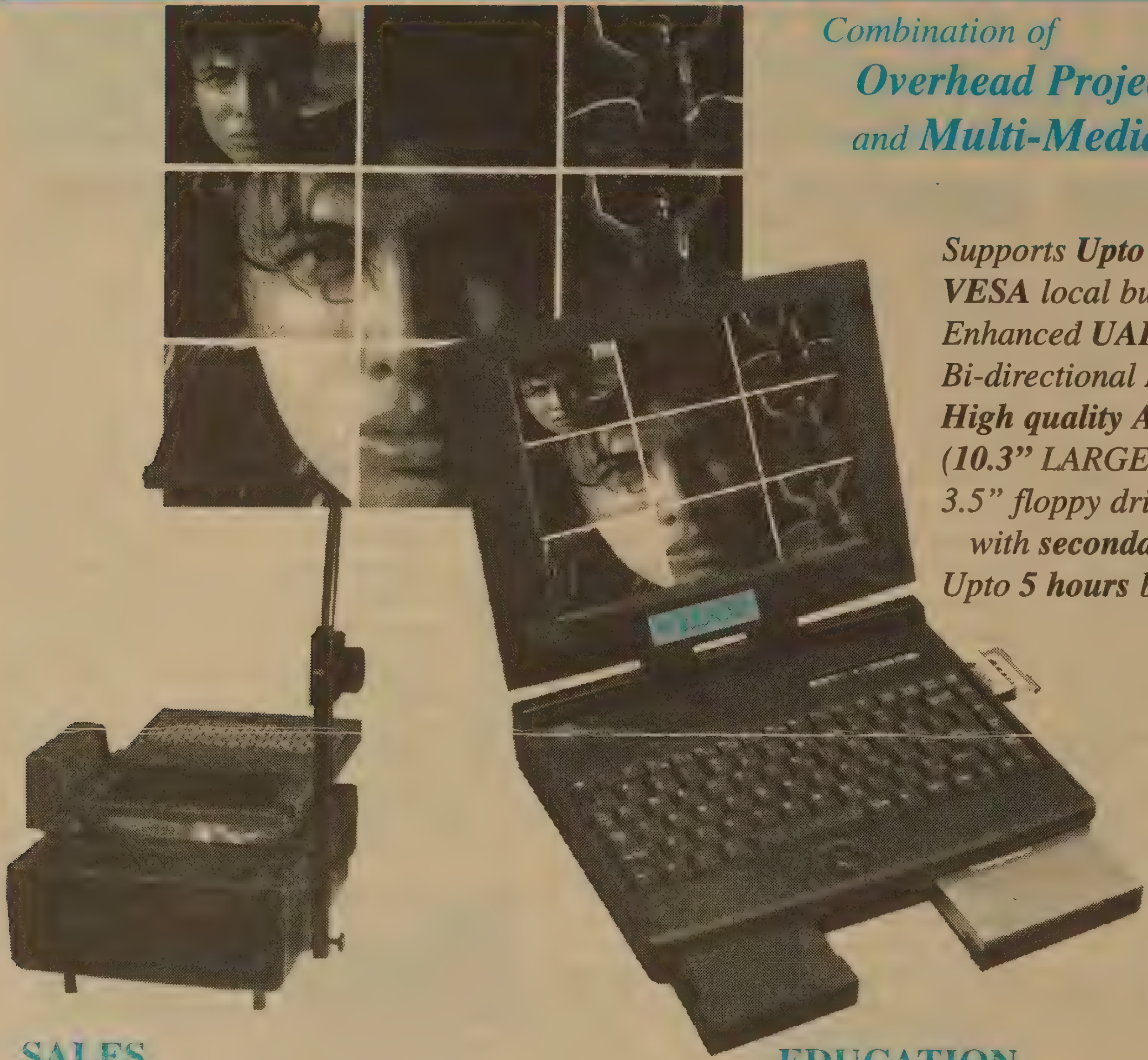
The First Notebook with 6-FOOT screen -- Wedge ShowBIZ



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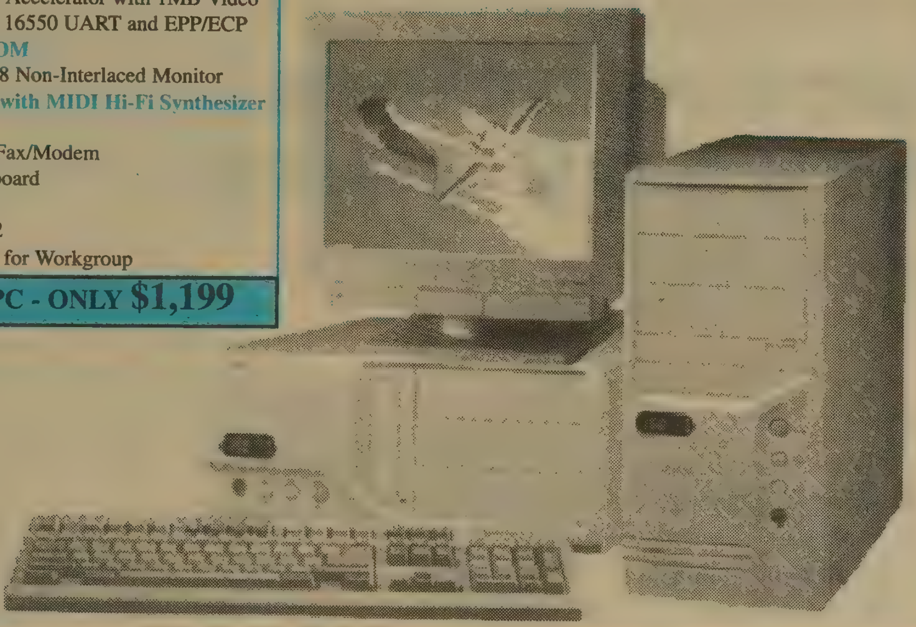

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340MB Hdd	Mono	DS Color
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486-100DX4	$1,470	$1,890

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- 486-33MHz / 25MHz,
- Weighs only 3.9 lbs, 4 Hours Battery Life
- Large **Dual Scan Color Display** / Mono
- 4MB RAM and 340MB hard drive installed
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$1,249 - COLOR
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WT ShowBOOK P5CD - CD-ROM

- Multimedia Pentium Notebook w/ CD-ROM
- Pentium 75/90/100/120 133MHz Processor
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- **PCI Video and Enhanced IDE Controller**
- PCMCIA Type III or Two Type II Slots
- Built-in Audio, Mic and Stereo Speakers
- Removable 340, 520, 810MB, 1.3GB HDD
- Built-in GlidePoint with Palm Rest
- 2MB VRAM provides 1280x1024x256 colors
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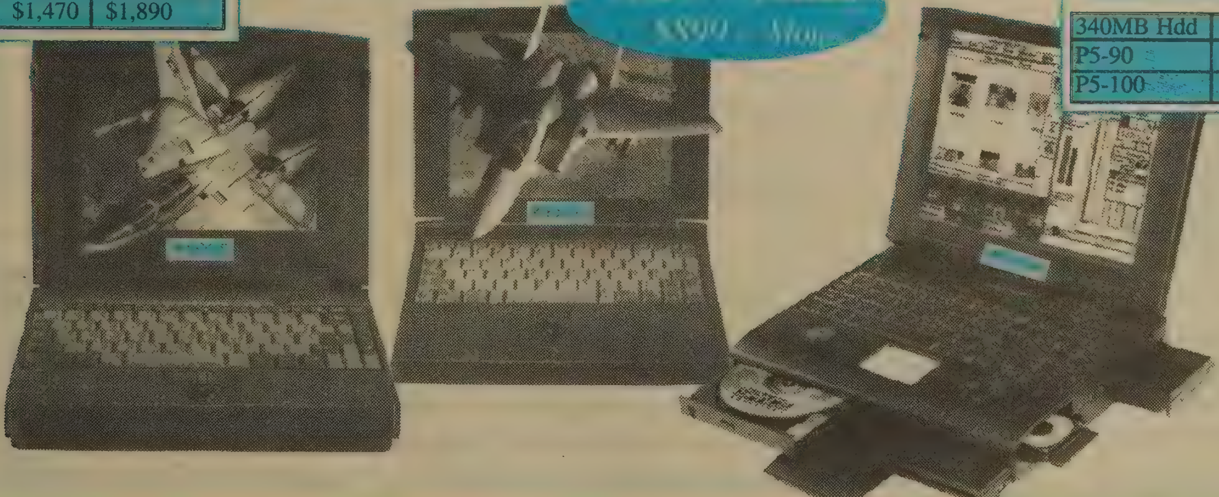
340MB Hdd	DS Color	TFT Color
P5-90	$ 2,865	$ 3,270
P5-100	$ 3,015	$ 3,420



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Automating Everyday Jobs

HyperCard For The Small Office

Every small office needs some kind of programming tool.

Eventually you will want to automate something you do. You may want to catalog the plant food you sell by mail, or keep a picture-inventory of the houses your real estate office has for sale, or train new employees who drive delivery routes.

When that moment comes, you can hire a programmer—or you can do it yourself. For a truly idiosyncratic project, it usually turns out that you are the only person who knows enough to do the job.

"But I'm Not A Programmer"

If you automate anything, you are programming.

It is often said that this product or that "is for nonprogrammers." Alas, if the program has any power at all, that claim is a lie.

Programming is simply a matter of making choices and setting things up so they are followed automatically. Everyone who has ever written a macro, or set up a database, or even used a personal information manager, is a programmer.

Heaven knows that programming languages can be obscure and difficult. While they are powerful, the learning curve is so steep that it seems impossible to scale it. If you've tried to use tools to automate your work, and found them baffling or frustrating, that may just mean you have not found tools that support you.

The HyperCard Environment

Macintosh users have access to the most supportive programming environment ever devised—HyperCard. It was designed to make many worthwhile tools available with minimal effort; thus, the foothills of the learning curve are already profitable.

But as it has grown over the years, HyperCard has also developed heights. It is now a full-featured multimedia tool that can be connected to all sorts of other programs through AppleScript, and its stacks can be turned into standalone applications for users who do not even own HyperCard.

I must admit a prejudice here—I wrote a *MicroTimes* column about HyperCard for some time. It gave me practice and exposure to the various ways the program is being used. I have also reviewed languages and databases for both Windows and the Mac, and my judgment stands: HyperCard is the most useful all-around programming environment for the nonprofessional user.

> **Macintosh users have access** to the most supportive **programming environment** ever devised—HyperCard. It **was designed to make many** worthwhile tools available with **minimal effort.**

The fundamental idea in HyperCard is the "stack." It is made up of a series of "cards."

Cards are just that, a flat window in the screen in which you can put anything.

Each card has a background and a foreground. If you are designing a database with HyperCard, you can put the field-blanks in the background shared by all the cards. Then the information goes on each card—and voila, a finished database.

HyperCard can be configured as a normal database—flat-file or relational, with or without links to other databases. You can make summaries; you can sort; you can make reports.

If you have a database with seventy-five similar items and one dissimilar item—75 kinds of fruit tree, and one ornamental, say—the ordinary database is stranded. Not so HyperCard. You can set up the one different card with additional features, and still include it in the same stack. It is part of the freedom HyperCard confers—a database with exceptions.

The "hyper" in HyperCard comes from another ability. Like the World Wide Web, HyperCard facilitates jumps from context to context. You can make buttons and hotspots on any card, and script them to make a transition to any other place. If a linear sequence doesn't work for the kind of information you are presenting, you can build any pattern whatsoever into your jumps.

Each stack has its own design, and is a world of its own with a shared background and its own internal connections. You can build inter-stack jumps, letting these worlds communicate. There is even a stack designed to be a Grand Central Station for this complex of uses—the Home Stack, where buttons are customarily put which launch all the other stacks.

HyperCard includes two full programming languages. You can design scripts in HyperCard's native HyperTalk language, or you can use AppleScript to connect HyperCard with the rest of the Macintosh world.

Finally, Apple includes dozens of templates and pre-built tools with HyperCard. There are full

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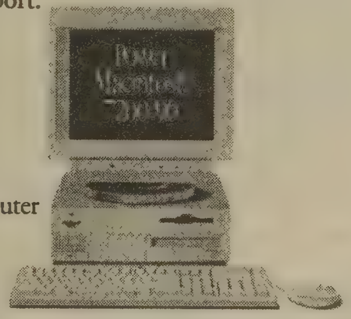

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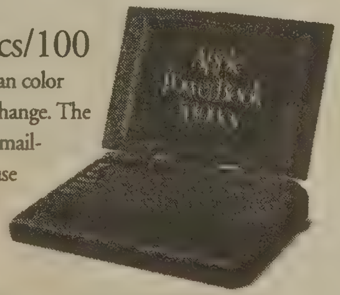

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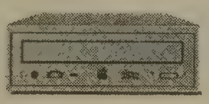

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stacks, ready to be used as databases. There are stacks full of buttons—the rolling dice are my favorite—and stacks of customized fields. You can copy and paste these into your own applications, without royalties.

A Tool For The Internal Entrepreneur

Often a person with an idea and drive within a large organization functions like an independent businessperson. There may be no corporate or agency resources to put into their project, and they may be the only person interested in it. Although they are nominally employed, they are in effect a small-business entrepreneur.

The HyperCard environment is ideal for this user. Its smooth learning curve means that a beginning system can be created with almost no training. It allows a prototype to be built quickly, with more and more functions added later as they are needed. It fits well with the scheduling reality of the internal entrepreneur, who may only be able to grab half an hour here and there to work on the project.

Application: A Library Training System

Harriet Talan (*htalan@sfsu.edu*), a librarian at San Francisco State University's excellent J. Paul Leonard Library, thought that libraries needed some computer-assisted training materials for students and others who wanted to learn to use libraries effectively. Since libraries are chronically short-staffed, she felt this might be a helpful solution.

With HyperCard as a multimedia development tool, she began the Computer-based Library Instruction Project (CLIP) to build a set of tutorials in basic library skills. Two of these interactive and fun stacks are available on the Apple Library User Group's Internet site. One teaches how to use Library of Congress Subject Headings in order to search a topic in library catalogs, using the appropriate subject terms. The second tutorial explains how to find a book in libraries arranged according to Dewey Decimal Classification. A tutorial on the Library of Congress Classification System, used primarily in academic libraries, will be released later this year.

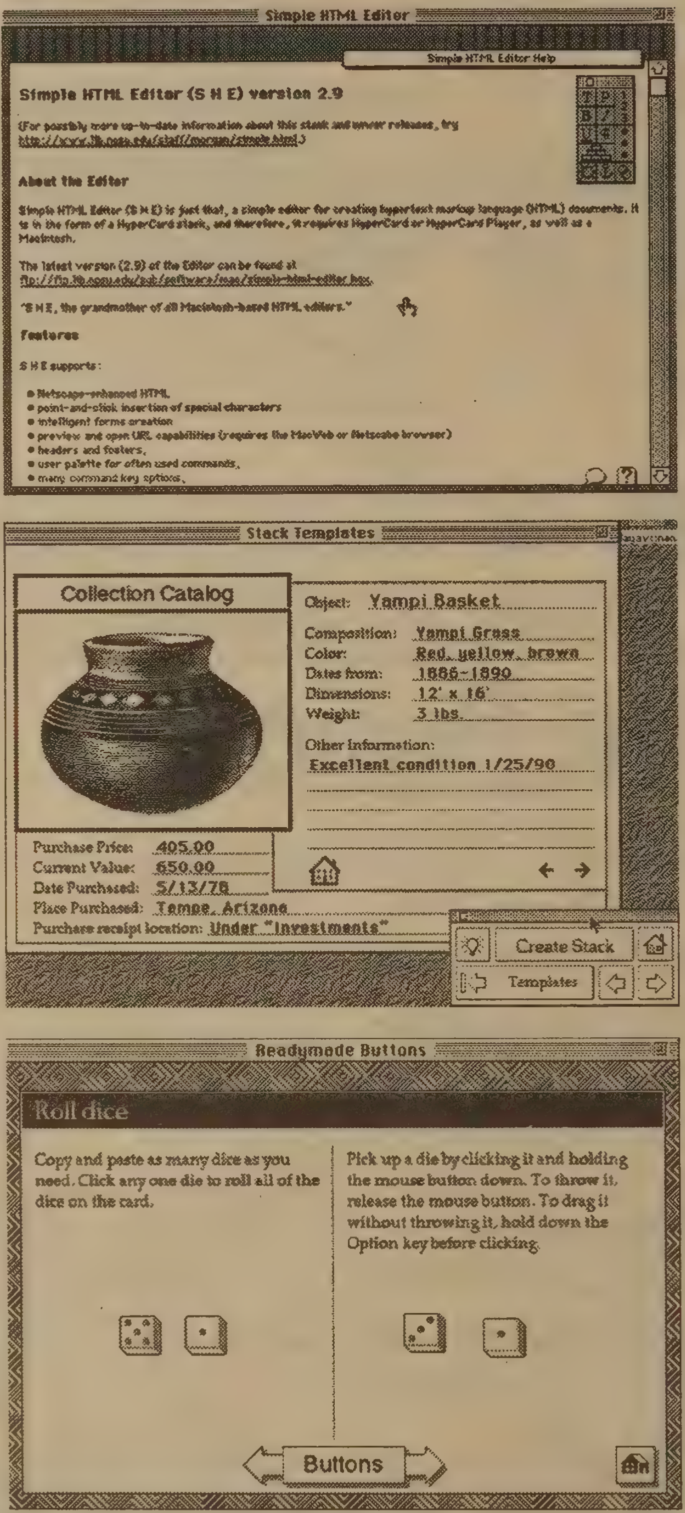
You can see them via the Internet.

1. FTP: *ftp.apple.com* . Go to the "alug" directory and open the "CLIP" folder.

2. World Wide Web: URL is *ftp://ftp.apple.com/alug/CLIP*

3. Gopher: *info.hed.apple.com* . Open folders: Apple Library User Group; Apple Library Template Exchange; HyperCard Stacks; Computer-based Training; SF/.

By the way, you can use San Francisco State's fine open-stack library, and help education, by joining the Friends of the J. Paul Leonard Library for $25 or more. Call (415)338-2408.



Simple HTML Editor (S H E) version 2.9

(For possibly more up-to-date information about this stack and newer releases, try http://www.lib.ncsu.edu/staff/morgan/simple.html.)

About the Editor

Simple HTML Editor (S H E) is just that, a simple editor for creating hypertext markup language (HTML) documents. It is in the form of a HyperCard stack, and therefore, it requires HyperCard or HyperCard Player, as well as a Macintosh.

The latest version (2.9) of the Editor can be found at ftp://ftp.lib.ncsu.edu/pub/software/mac/simple-html-editor.hqx.

"S H E, the grandmother of all Macintosh-based HTML editors."

Features

S H E supports:

- Netscape-enhanced HTML
- point-and-click insertion of special characters
- intelligent forms creation
- preview and open URL capabilities (requires the MacWeb or Netscape browser)
- headers and footers,
- user palette for often used commands,
- many command key options,

Object: Yampi Basket
Composition: Yampi Grass
Color: Red, yellow, brown
Dates from: 1886-1890
Dimensions: 12' x 16'
Weight: 3 lbs.
Other information:
Excellent condition 1/25/90
Purchase Price: 405.00
Current Value: 650.00
Date Purchased: 5/13/78
Place Purchased: Tempe, Arizona
Purchase receipt location: Under "Investments"

Roll dice

Copy and paste as many dice as you need. Click any one die to roll all of the dice on the card.

Pick up a die by clicking it and holding the mouse button down. To throw it, release the mouse button. To drag it without throwing it, hold down the Option key before clicking.

Top to bottom: SHE is Simple HTML Editor, a HyperCard stack to help create Web pages. Apple provides a family of database templates that users can employ as-is or modify to their needs. Stacks of ready-made tools are included. The dice not only roll, they drop to the bottom of the card and bounce, with sound effects.

Application: The Game Makers

HyperCard is a multimedia system. It has support for color, of course. It also supports sound, video, animation, and multiple kinds of dissolves. It has all these effects with a robust scripting language underlying it.

It is a natural for game-makers.

The games of HyperCard began simply, with a black-and-white game called The Manhole, popular among HyperCard users some years ago. But as HyperCard has grown in capability, so has the imagination of its developers.

If you know the fabulously popular game Myst, you have seen HyperCard at work. Rand Miller of Cyan, the company that created Myst, says, "Our business is here because of HyperCard; we love it. Myst is mostly HyperCard."

Many HyperCard users make game-like systems to train or educate people. They find that they can put together a training package on a low budget with the program, and that is why they buy it. But as they work with it, it brings out their playfulness. They begin to build in amusing and interesting extras. What began as a straight-laced training system becomes a game, and is all the more effective for being one.

Application: An HTML Editor For Websites

The World Wide Web is fun, but writing in HTML, the "HyperText Markup Language" used to create Web pages, is no fun at all.

One of the 413 HyperCard references which WebCrawler found for me was "SHE," the Simple Hypertext Editor. It allows you to make the text hot, or to set it in various sizes, with menu choices. The result is a usable HTML document.

Like many HyperCard projects, this editor continues to evolve. You can take a look for yourself at *http://www.lib.ncsu.edu/staff/morgan/simple.html* .

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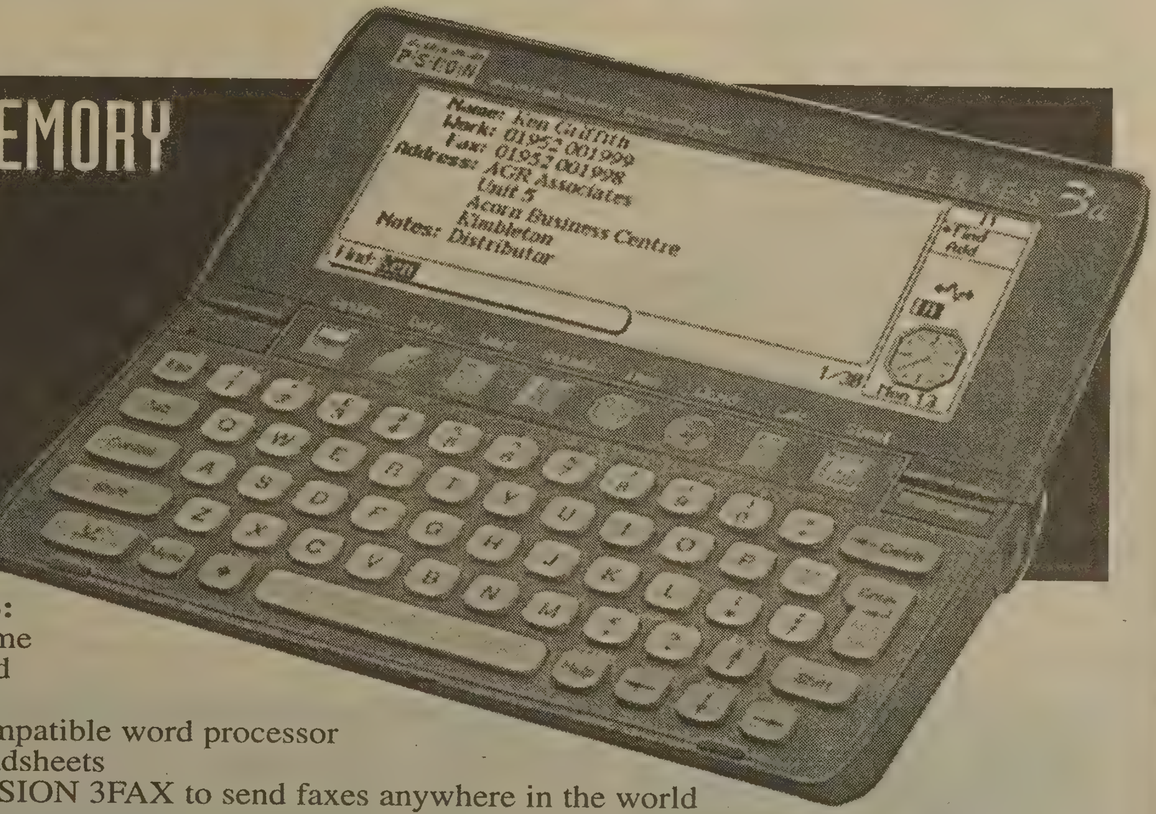

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Application: A Client/Server System, Up In Five Days

I took part, with Allan Woods and Stewart Birnam, in a project to make a HyperCard catalog for telephone operators. Each operator's terminal was a Macintosh computer connected to a server by an AppleTalk network.

A number of items were being sold in a fund-raiser. Callers wanted detailed information about them. So far this is not such a complex job—it took us about half an hour to build the background for the database. Information about each product was entered on a separate card. HyperCard functioned as a local database on each terminal.

As people called in, the operators would summon information from a stack of available products using HyperCard's built-in search engine. The search was efficient because HyperCard can search on all fields in each record at high speed.

RESOURCES:

HyperCard v2.3, $129
Apple Computer, Inc.
to find a dealer call
1-800-538-9696
to buy from Apple (at list price)
call (408)974-5050

What was remarkable was that the stacks were self-updating across the AppleTalk network. This was possible because the database resident on each client terminal was an intelligent object. It knew how and when to update itself.

When there were changes in the catalogue, we made them on the server and then put the new stack in the "ready" folder. The stacks on the individual terminals, when they were not in use, would check to see if there was an update available in this folder on the server. If there was an update, each client terminal in turn took itself out of service and fetched the information. As the update was itself a stack, its first acts when it arrived at the terminal were to erase its predecessor and then to go into service as the current database.

Network traffic was minimal. The stacks functioned as independent databases unless there was an update. They only went through the network when there was new information

The three of us who did this project designed and programmed, tested and debugged the system ourselves, with no outside professional help. Only one of us had previously programmed in HyperCard's language. We had it up and on the job five days after we thought of it.

We were able to build a system this fast because HyperCard programming is fundamentally self-documenting, and because so many of the needed tools were provided with the program.

Extending HyperCard's Capabilities

HyperCard can use external commands. These XCMDs, as they are abbreviated, are written in fast, fully compiled languages such as C or Pascal. Each is a complete package, which HyperCard uses as if it were a built-in command.

XCMDs extend the functionality of

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10.3" Dual Scan Color Screen with 8 MB RAM

Hard Drive	540 MB	810 MB	1.2 GB
Pentium 75	**$2222**	**$2375**	**$2563**
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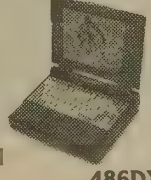

New

HD	520MB	810MB
486DX4-100	$1885	$2035

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350 4/252 486SLC25	~~$1599~~ $1300
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701 "Butterfly Subnotebook"	$CALL
755 Series	$CALL

IBM

Multimedia Notebook

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-Upgradable to 810 MB HD
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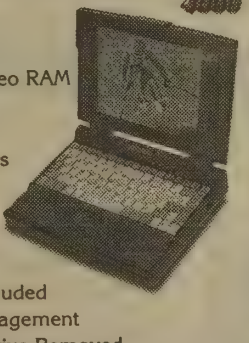

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486DX4-100	**$1792**	**$1944**	**$2105**

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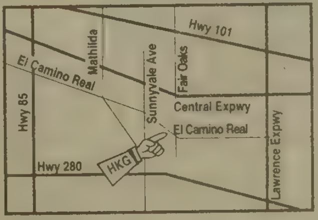

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HyperCard. When we wanted to use HyperCard on a network, we went searching the bulletin boards to find an XCMD that would allow us to recognize the existence or nonexistence of files, a function that HyperCard did not at that time have. We found it and installed it, and a problem in our programming was solved.

A large number of developers and amateurs have created XCMDs for HyperCard, and dropped them into the public domain. One can cruise the Internet and come home with a bagful of free extensions to the basic language.

Apple has also used the extendibility of the language to add features. Apple has bundled ADDMotion, from Motion Works, with v2.3 of HyperCard. It permits the user to design and build animations for HyperCard stacks. The entire application is incorporated into HyperCard as a small set of XCMDs.

Other developers have used HyperCard's ability to incorporate XCMDs "in reverse." Instead of extending HyperCard, they used the HyperTalk-XCMD connection to provide a friendly front end for their own massive application.

Oracle, for instance, developed an SQL engine for the Macintosh. They chose to market it with a small HyperCard stack. The user could modify the interface with HyperCard's facile tool kit, and Oracle did not need to design their own front end.

So, What's The Bad News?

HyperCard is not very fast, when you compare it with a dedicated database product. If you have a huge data file, you probably want a standalone product. Many people have used HyperCard to prototype systems, and then moved them to compiled languages.

"Is that it?" you may be thinking. "No other problems?"

Well, many of the early problems are gone. HyperCard screens used to be limited in size, but no longer. HyperCard at one time did not support color, but now it does. Once every user of HyperCard stacks had to have a copy of the program to run them. Now you can build a standalone version of any HyperCard application, and distribute it royalty-free.

"Ah, but the price?"

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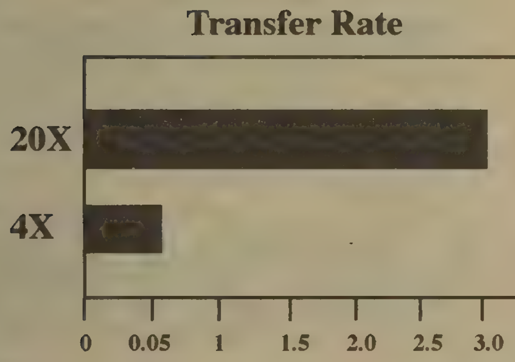

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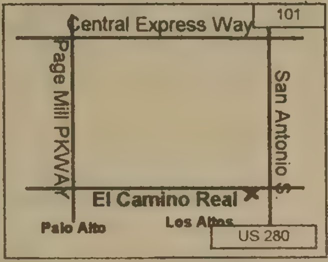

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Deducting Software Development Costs

The IRS Initiates A Policy Flip

For a quarter century, the IRS has allowed taxpayers to deduct the costs of internally developed software in the year they are incurred. They never acknowledged, however, that we are entitled by law to do so. This is despite a legislative history indicating Congress, in fact, intends the deduction. Recently, the IRS has shown renewed signs of restricting that deduction.

The IRS, in essence, has relied on internal memos, private rulings, and unofficial communications to avoid a direct legal battle with Congress, the courts, and software service providers. All the while, this approach has provoked side skirmishes and occasionally turned up the fire under the back burner pots.

Now that computer programming is an integral part of so many aspects of the economy, there seems to be new concern from the revenuers that Treasury has been too generous in its treatment of business taxpayers.

So it looks like the IRS is positioning to fire the next hot potato. In its latest salvo, internal memoranda ordered IRS tax examiners to disallow deductions claimed for some indirect costs of software development.

Many tax practitioners interpret that as a message that Uncle Sam further intends to broaden restrictions on allowable deductions and other tax benefits of software development.

Roots Of Controversy

Internal Revenue Code Section 174 allows taxpayers to deduct research and experimental expenditures when incurred. Without this rule, those costs would generally have to be depreciated over the software's lifetime. And the government may define "lifetime" as much longer than would the user. Moreover, depreciation could not even begin until after development is completed, and the software is placed in service.

Delaying deductibility of these costs for years to come would be a significant tax setback for the industry, as well as for businesses that develop software for internal use.

As it is, Section 174 does not pertain to development costs of every kind of software. For example, software used for management studies and consumer surveys doesn't qualify.

If an expenditure fails to qualify for current deductibility, it won't be eligible for the research and development tax credit either. Software developers who would otherwise be eligible for the tax credit would thereby face a double loss of tax benefits.

Neither the Internal Revenue Code nor IRS regulations expressly identify software development costs as research and experimental expenditures that qualify under Section 174. But the IRS has historically maintained that the costs of developing software by a taxpayer in many respects resembles the kind of research and experimental expenditures explicitly addressed in Section 174, and so can be currently deducted.

> IF AN EXPENDITURE FAILS TO QUALIFY FOR CURRENT DEDUCTIBILITY, IT WON'T BE ELIGIBLE FOR THE RESEARCH AND DEVELOPMENT TAX CREDIT EITHER. SOFTWARE DEVELOPERS WHO WOULD OTHERWISE BE ELIGIBLE FOR THE TAX CREDIT WOULD THEREBY FACE A DOUBLE LOSS OF TAX BENEFITS.

Every few years one branch of the IRS reaffirms that taxpayers may continue to rely on this assumption, articulated back in a 1969 proclamation. With equal predictability, however, the IRS Chief Counsel issues some other memorandum equivocating and backpedaling on the affirmation.

The latest Section 174 regulations, version 1994, don't mention software one way or another.

The effect of the new memoranda limiting deduction of indirect costs of software development amounts to the IRS taking the position that their old procedure may be wrong as a matter of law, but telling taxpayers to go ahead and rely on it anyhow—unless the IRS should happen to have a change of heart.

This, of course, isn't the stable, predictable way that tax practitioners and taxpayers prefer to see the revenue laws administered.

The latest official word that can be cited authoritatively is that "the Service has no present intention of changing its administrative position contained in [the 1969 proclamation], but continues to study its viability." Thus, tax-

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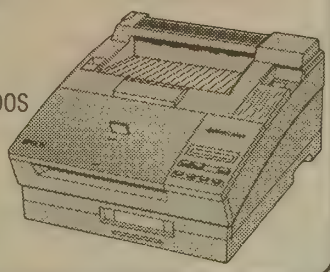

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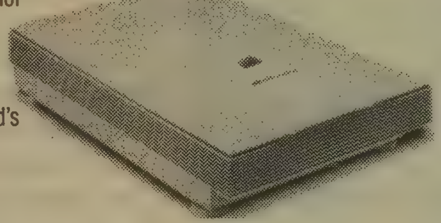

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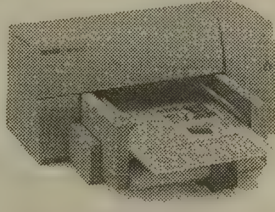

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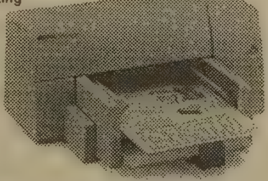

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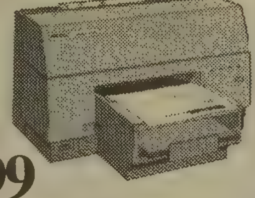

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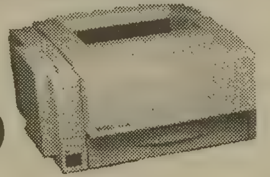

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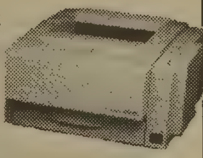

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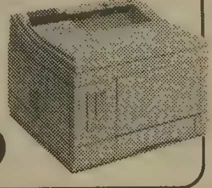

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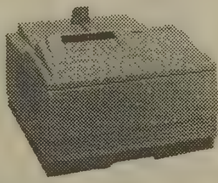

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payers may deduct computer software development costs, rather than being required to capitalize them, at least until the IRS officially flip-flops.

No one can say with certainty whether or not the 1969 position is correct as a matter of law, because it has not been tested in court. Many tax experts, however, believe that Congress has expressed its will clearly enough, and that if the judges could decide this question, the IRS would lose hands down. Still, Treasury appears to be looking for other administrative ways to avoid what it perceives as overly generous treatment.

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Tax Happens

The fact is, the government does have a valid concern. Business and industry are becoming so computer-dependent that software is displacing, and competing with, tangible equipment that historically would not be eligible for Section 174 treatment. Even ten years ago, Congress might not have foreseen the extent to which software development would displace other economic activity.

Now that IRS policy makers are challenging the traditional deductibility in piecemeal, instead of disallowing software development costs altogether, they can cherry pick which they will allow and which they won't. Overall, Treasury is suggesting that the scope of Section 174 isn't as broad as had been used in practice, so that fewer expenses qualify.

For example, in a technical advice memo, the IRS National Office instructed local auditors in one case to allow the direct cost of a computer programmer's salary but not indirect expenses such as employee training, data conversion, travel, quality assurance, and interest. Technical advice memos are internal documents that cannot be cited as legal precedent.

The IRS's position is potentially alarming to taxpayers. Indirect costs associated with software development can encompass a wide range of expenses. Other examples of indirect costs include officers' compensation, pension and employee benefit costs, purchasing and materials handling, depreciation, rent, insurance, utilities (e.g., the kitchen sink), and bidding costs.

Obviously, there is more to developing software than paying for the programmer's time.

How Section 174 is eventually interpreted will affect most people who write code. Consider the independent contractor developing a new application in a home office. The IRS might take the position that the home office expenses should be capitalized as part of the cost of software being developed.

Weapons And Hope

Software developers finding themselves in this position during an IRS audit need not throw in the towel, regardless of what a revenue agent may claim. A recent article in the *Journal of Taxation*, by attorneys Drew Knowles and Frederick Parker, Jr., outlines a considerable swath of both legislative and judicial authority in support of the taxpayer's argument for current deductibility.

For example, the Tax Court has, on two occa-

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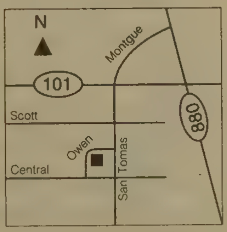

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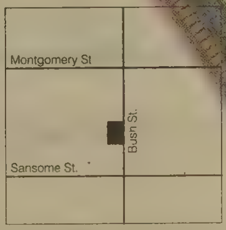

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BY MARK BORSUK

Commercial Real Estate

Roadkill On The Info Highway?

Cyberspace strikes at the heart of commercial real estate by radically diminishing the value of location. The integration of computer hardware, software, and telecommunications represents a negative miracle for office building and shopping center owners.

Information technology is driving a fundamental change in the American economy: the shift from an industrial- to a knowledge-based economy. Commercial real estate was a factor of production in the Industrial Age. However, it is unusually vulnerable in the Information Age when less space is necessary to create greater wealth. This leads to declining demand, lowering property values.

The central question is: Will there be a prolonged period of excess space, leading to lower rents and values? Current trends portend a growing surplus of commercial space. (See James Young, "The Information Age and the Potential Effects on the Commercial Real Estate Market," Vol. 54, No. 3, *SIOR Journal* [Summer 1995]; William J. Mitchell, City of Bits [*http://www-mitpress. mit.edu/City_of_Bits/*].)

To survive, commercial real estate needs to adapt existing structures to the exigency of the Information Age. Revising the federal tax law promotes this goal. However, tax code revision will not alleviate the losses for property investors and lenders.

Information technology is also a weapon in the takeover arsenal. Corporate raiders called cybersurgeons will use technology to radically reduce real estate costs by dumping space, substituting software for staff, and actively moving employees out of the office by telework. Commercial landlords and lenders are rapidly losing their immunity from the machinations of takeover.

Technology changes the valuation assumptions underlying commercial property. Thus, savvy commercial landlords, tenants, and lenders recognize the need to develop strategies to shield their investments. They also must change their expectations about risk, return, and asset longevity when searching for investments in the Information Age. The game is quickly changing.

This is the critical question: Can location, catalog, and online sales all prosper, or will online shopping cannibalize store sales?

Why Information Technology Reduces Demand For Commercial Real Estate

Much of the space required for office work is becoming unnecessary through the substitution of software to increase employee productivity, and by moving tasks out of the office electronically. A number of terms describe the phenomenon: the Virtual Corporation; Telework; and Distributed Work. They all result in fewer people doing more work in less space.

However, only recently have the possibilities of telework been attainable. Personal computers, lightweight portables, modems, the Internet, and GUI-based software have combined the necessary tools; closely integrated with the evolution of the tools is corporate America's acceptance of telework as a strategy to boost productivity, cut costs, and improve employee morale.

Over the last few years, a team of MIT and Cornell researchers has developed techniques to restructure the nature of work within corporations. One critical component to improving corporate performance is substituting technology for space, thereby lowering real estate costs. (See Franklin Becker and Michael Joroff, *Reinventing the Workplace*, The Industrial Development Research Foundation [Norcross, GA: 1995]). The Smart Valley Project (*http://smartone.svi.org/index.html*) in the Silicon Valley is one example of corporate America embracing the benefits of technology to improve employee productivity and reduce space costs.

Generally, the government—federal, state, and local agencies—does not compete in the commercial real estate market. This may change. As the private sector continues to restructure, reduce staff, and increase efficiency while improving quality and service, a corresponding pressure is being put on the public sector. This movement will force government to take similar measures—reducing staff significantly, eliminating unnecessary functions, and operating on a smaller budget.

All this will create excess government space; the government will then have a need to offer space to the private market. The government has an incentive to offer space to the market as a source of revenue, at the same time informa-

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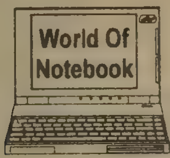

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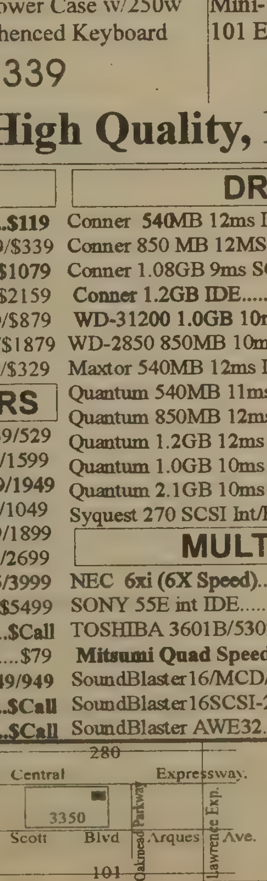

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tion technology is making a greater quantity of private office space redundant.

The Growth Of Cybercommerce

Property owners, developers, and tenants believe it is axiomatic that successful retail stores depend on location. This is true: Well-located shops generate higher sales and more profit, and can pay increased rent.

By uncoupling activity from place, online commerce gives retailers the flexibility to provide greater service to their customers with fewer locations. Unfortunately, malls and shopping centers are providers of locations for retailers. This creates a growing mismatch between space and the value of space.

The rate of retail and service space obsolescence is dependent on consumer acceptance of online shopping. In turn, consumer acceptance requires a wide variety of merchants providing goods and services at competitive prices. To break the habit of going shopping, there must be an incentive to go online.

Furthermore, the size of the online consumer base will spur cyber-commerce. In 1995, the estimate for online consumers is 15.7 million worldwide. In 1996, they will grow to 20.2 million, a 29% increase. As AT&T and the telcos enter the online service market, the annual growth rate could approach 50%. This would yield a potential online consumer base of 68 million in 1999, including students and employees using their computers at work. Even a market half the size is remarkable. Other estimates of cybercommerce place annual consumer sales at $200 billion in the year 2000, plus an additional $50 billion in business-to-business sales. This is an El Dorado too rich to ignore.

Even rapid growth in cybercommerce does not harm store sales unless they migrate to cyberspace. This is the critical question: Can location, catalog, and online sales all prosper, or will online shopping cannibalize store sales?

Internet shopping is in the early stages of development. Two prototypes provide an indication of things to come. See the Shoppers Advantage (*http://www.cuc.com/*) and the Internet Shopping Network (*http://shop.internet.net*). See also Yahoo for other retailers, shopping centers, and malls (*http://www.yahoo.com/Business_and_Economy/Electronic_Commerce/*).

A necessary prerequisite for full-blown Internet shopping is a secure payment system. This feature will make online shopping as convenient and safe as purchasing from a catalog or store. Electronic comparison shopping by software agents is soon ~~to be~~ a feature of electronic commerce. Although controversial and not particularly welcome to some vendors, it makes sense in the new retailing environment—it's nothing more than an updated version of what the *Yellow Pages* ads told consumers to do: Let your fingers do the walking.

Online shopping also has a deleterious impact on local government by reducing sales

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tax revenues. The more successful online shopping becomes, the more acute the problem. (See Nathan Newman, "Prop 13 Meets the Internet: How State and Local Government Finances Are Becoming Road Kill on the Information Superhighway," Center for Community Economic Research, UC Berkeley [*http://garnet.berkeley.edu:3333/budget/tax-internet.html*].)

Electronic commerce undermines the value of location. It is too early to tell whether retail space providers will see their income merely decline, or face chronically higher vacancy rates.

Bank branches and travel agents are examples of service providers moving online Branch banking will undergo a wholesal transformation as customers shift to onlin banking. A study by Deloitte & Touche estimates half of the existing bank branches wil be gone within a decade along with up t 450,000 jobs over the next five years. What wil happen to all this surplus space? Travel agent also need to move online to pursue their customers, already used to making their own travel arrangements. Over time this will translat into less demand for space.

Planning For Change

We are in transition to a fundamentally new economic system based upon knowledge and information technology. Capitalism relied on land, labor, and capital to develop in the Industrial Age. Land (real estate) plays a diminishing role in the Information Age.

How will the present economy digest the projected surplus of office and retail space? Will there be significant losses for property owners and lenders? How will society deal with the inverse relationship between growing cybercommerce and declining sales tax revenues? How will society deal with the erosion of the real property tax base caused by falling property values?

Changing The Tax Law

Economically converting existing structures into productive use is thus necessary. One detriment to conversion is the federal tax system. As Alvin Toffler observed (*MicroTimes*, June 26, 1995), the federal tax law is indeed an impediment to the transformation of commercial real estate in the Information Age. (See Mark Borsuk, "Real Estate Tax Policy for the Information Age," *Real Estate Review* [Winter 1995]. Draft of article at *http://www.telecommute.org./borsuk.html* .)

Tax policy remains a remnant of the Industrial Age. The code favors continuity and stability while the Information Age thrives on discontinuity and change. For property developers, investors, and lenders the present tax system will not provide the incentives necessary to adapt the growing amount of redundant space to the new realities. Therefore, revision of the code is necessary.

The tax law influences economic behavior at all stages of the real estate cycle: development,

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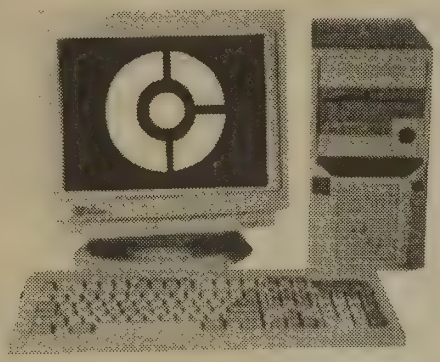

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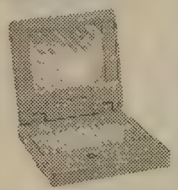

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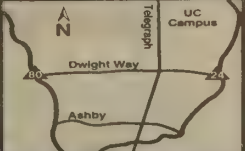

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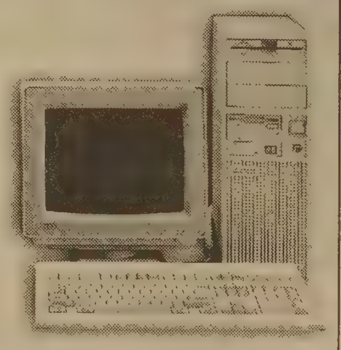

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strategies for preserving and enhancing their returns. Conversely, tenants need to reevaluate their present and future space requirements for owned and leased properties.

Each side bears a risk. Landlords and lenders do not wish to own or lend against the wrong type of property. Tenants do not wish to have excessive commitments to redundant space.

Property owners should consider selling or trading out of real estate likely to be negatively influenced by technology. Alternatively, they should consider rehabilitating structures suitable for info-age uses, e.g., home-office, telework center, etc. They should consider seeking tenants less technologically vulnerable, e.g., restaurants, mortuaries, and offices requiring permanent space. Geographically diversifying may also be helpful.

Tenants have the opposite considerations. They should anticipate changes in their space needs and renegotiate existing leases to obtain less space or to shorten the term. Adding the right to "put" the space back to the landlord may make sense. Alternatively, negotiate a lease termination or consider an assignment or sublet of the space. Finally, tenants owning real estate like a head office should determine whether space is available from a third party at a lower cost and dispose of the property.

Lenders have to worry about being paid back. Tenants deserting a building may cause the landlord to go into foreclosure. Lenders can meet the challenges by reconsidering the sectors they lend to, selling loans with vulnerable collateral, and shortening loan maturities to meet the risks of the Information Age.

The integration of information technology has many unintended consequences for society, government, and business. Many are positive, but, for commercial real estate, the consequence is negative.

Over the long term the economy will adjust to the new forces. However, just ahead there will be severe dislocations. Organizations dealing with commercial real estate need to employ systemic and eclectic investing and lending strategies, consistent with the dictates of the Information Age. ■

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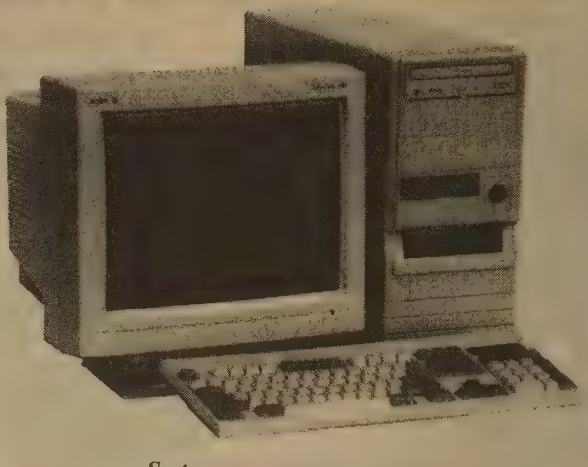

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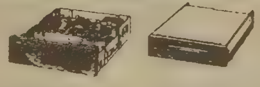

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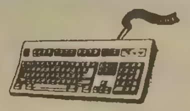

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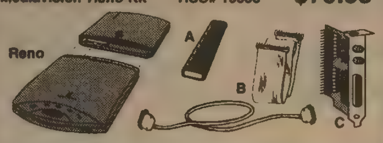

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- Carrying pouch for MediaVision Reno Drive (above)
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- Use with CS-550 speakers below for great sound combo!

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Multimedia Speakers

- Two styles to choose from, both new in box
- White plastic enclosures, grey grilles
- Econo-import model MSS-1000 has:
  - ☞ Volume control, Bass boost switch
  - ☞ Uses 3 C-cells per side, measures 3.5" x 3.5" x 5"
- CS-550 by Labtec (pictured below) has:
  - ☞ Volume control, Bass boost switch, Treble-boost switch, measures 4" x 4" x 6"
  - ☞ CS-550 has 40 - 16000 Hz freq. response, 3" speakers, and power light.
  - ☞ 4 watt amplifiers (uses 2 C-cells per side)
- Both feature magnetically shielded enclosures, "enhanced bass-response cabinet design", and attractive beige styling.

MSS-1000 **HSC# 15127**
Pair/ $6.95

CS-550 **HSC# 15517**
Pair/ $9.95

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☞ 6' DB25 Male-Male Cable	**HSC#15577**	**$2.45**
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◆ Interactive Looking Glass Professional Ver. 2.1.2 - Open-look style GUI, BSD UNIX 4.2 Compatible, Requires min 386SX, VGA, 4MB, 100MB **HSC# 15514 $295.00**

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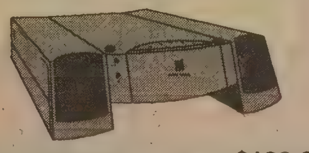
- Mediavision ***Memphis*** Kit (Limited Quantities Available)
  - ☞ Consists of used, tested good SCSI double -speed drive, custom enclosure, and detachable Bose active speakers with 10W/Channel amplifiers.
  - ☞ Requires 12VDC 2.5A Adapter, not included. We may have some suitable adapters by press time, inquire about possible substitutes when ordering.
  - ☞ We don't have the interface cable, but you could make your own SCSI Cable to connect to your SCSI sound card (see below). Unit has a high-density 44-pin connector, or remove it and fabricate your own hookup.
  - ☞ Midi ports and audio jacks on back, NEC CDR210 CD/ROM Drive has tray, does not need caddies.
  - ☞ Awesome sound from Bose speakers!



Mediavision *Memphis* kit **HSC# 15566** **$139.00**

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- Racal Interlan 16-Bit Ethernet Cards
- High Quality Dual Interface, 10-Base-T or Coax
- Manual, Software, BNC tee included
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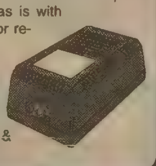

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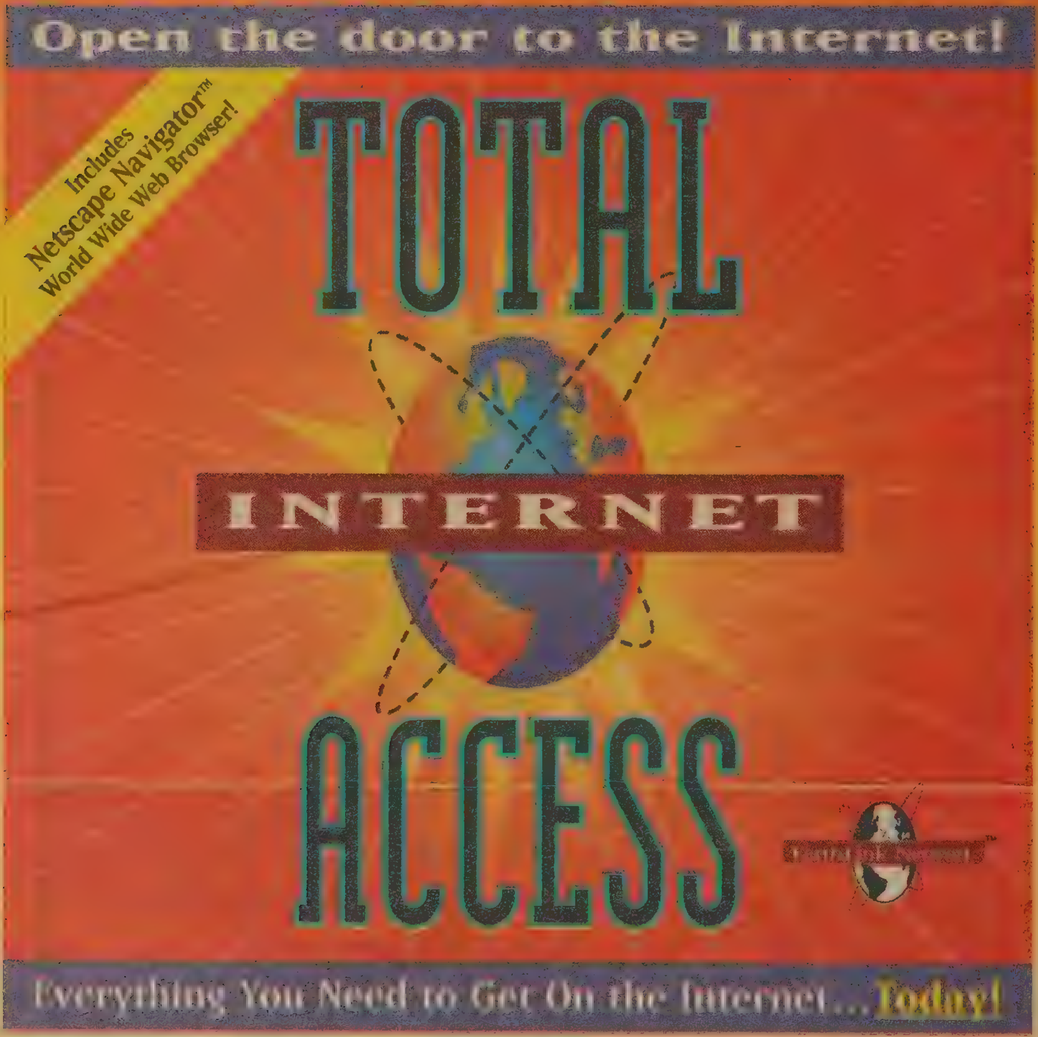
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Virtual Domain Names

Hanging Out Your Shingle On The Internet

As we wrote last year, domain names have become the DBAs (doing business as) of the Internet.

When you open a store on a busy street, you pick a business name, such as Sam's Store, to hang on a sign, list in the telephone book, and print on business cards and letterhead paper. This is the name you use for doing business as (DBA). On the Internet you can have another DBA, which is a domain name.

Doing business on the Internet without having a domain name is like opening a store on a busy street and failing to put up a sign. So registering a domain name is an important part of setting up shop on the Internet. Fortunately, you do not need to run your own servers to use your own domain name effectively. In a sense your domain name can easily be a "virtual" domain. By this we mean the domain name need not be associated with a machine that you own or operate.

Remember that a domain name can be an identifier for an organization, not just a host computer on the Internet. Many people still get confused and think a domain name identifies a specific machine on the Internet. While this is one of the primary uses for domain names, it is not their only use.

Also, it turns out that not having a domain name associated with a specific host can be useful. With a little technical wizardry, a domain name can look like something in addition to what it is. This can be a big advantage, especially for a small business without the expertise or the money to set up its own Internet connectivity, because such a business can appear to have an Internet server without actually having one.

Most new Internet users register a domain name through an Internet service provider (ISP). This is usually the simplest and most cost-effective way to register, especially if you are not up on the nuances of registering your own domain. Some ISPs also let you virtualize your domain. We will show you how domain names can be used in virtual email addresses and how they are used to set up virtual Web presences.

Domain Names In Email

Domain names are used in electronic mail addresses. For example the email address

smoot@tic.com

identifies a mail address in the *tic.com* domain. The mail system used on the Internet knows to send mail bound for this address to a specific server called *akasha.tic.com*.

More interestingly, the mail address

jsq@mids.org

which identifies a user with a mailbox in the *mids.org* domain, actually gets sent to *akasha.tic.com* for processing. The mail system on akasha is clever enough to sort out mail bound for mailboxes in both the *tic.com* domain as well as the *mids.org* domain. This bit of address indirection is handled automatically by the Internet mail system and some specific modifications to akasha's mail system. (We modified akasha's sendmail.cf, for those who know about sendmail).

So for mail addresses, it is possible to have your own unique domain name and receive mail sent to that domain name, even though you may only have a dialup account on an ISP. Personally, we think an address like *sam@samsstore.com* is much more meaningful than *sam@zilker.com*.

Some Internet providers will register a domain name for you when you set up an account on their server. Others will not. Check around for those that do, and that allow mail to be received using your domain name as part of the address. It is a valuable service.

An extension to getting your own mailing address set up under your own domain is to have a whole set of mail addresses under your own domain. Most ISPs have addresses like *info@zilker.net*; why shouldn't your business have those, too? For example an address like *info@samsstore.com* would be a useful address for an automatic mail responder with general information about your products. Or *help@samsstore.com* for more personalized help. Or *catalog@samsstore.com* for a product catalog.

With your own domain and a set of mailing addresses under a unique domain name, you can quickly establish a presence on the Internet

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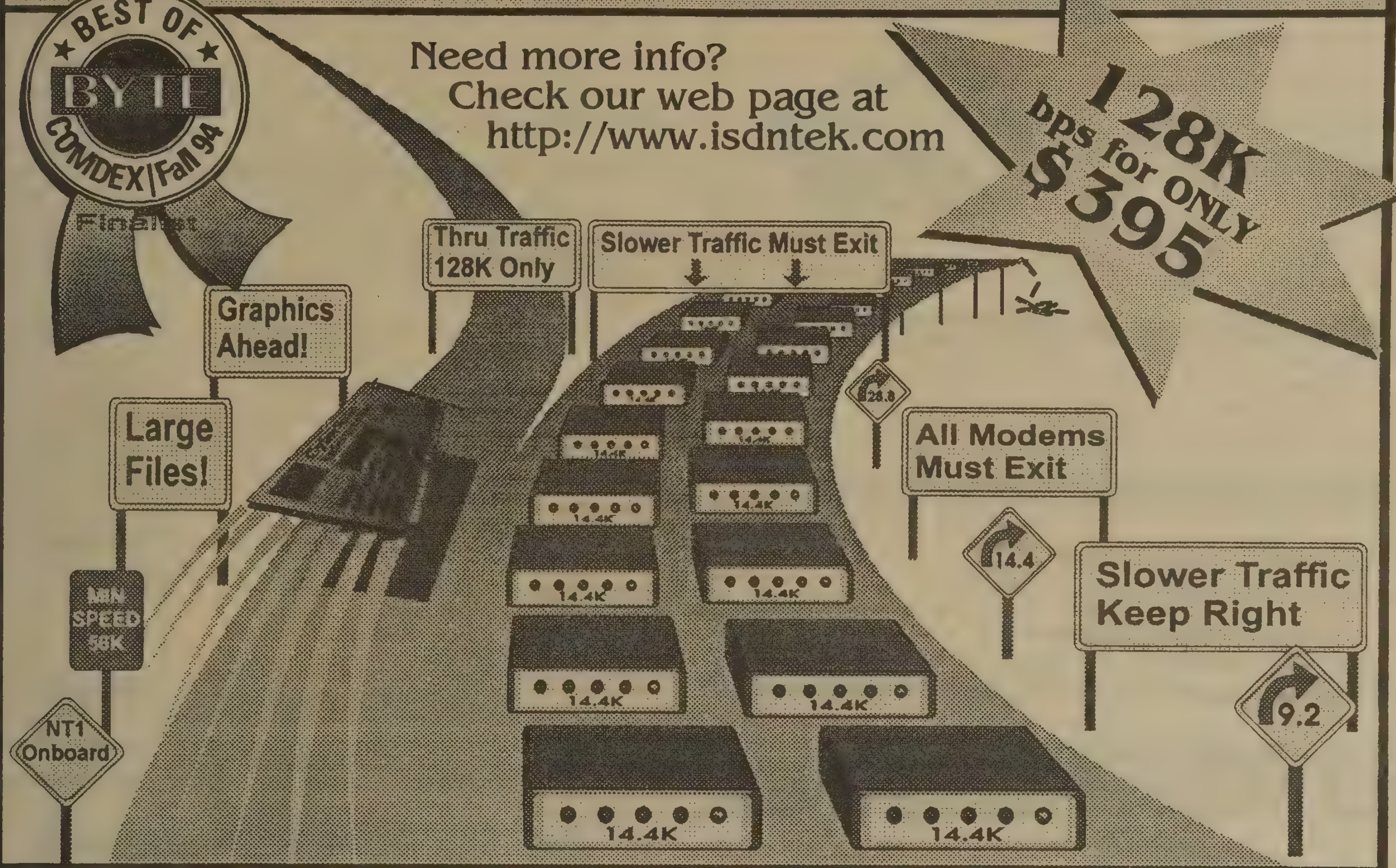

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without having to operate your own machine. Having multiple mail addresses under the same domain name is a bit harder to implement. Many ISPs do not offer this service. Some do. Again, check around for those that do. It is another valuable service.

Virtual Domains On The Web

Another use for a domain name is as the address of a virtual host for serving up Web documents. The protocol used on the Web, HTTP (Hypertext Transmission Protocol), requires a domain name as part of its addressing.

Having a Web home page address of *http://www.samsstore.com* is a lot more visible to your potential customers than an address like *http://www.zilker.com/hardware/samsstore* . The latter form looks like samsstore is a part of some larger conglomerate, or more likely is served up on a large shared Web server. With a little technical trickery, the home page *http://www.samsstore.com* can be served up on a machine which is run by an ISP or Web presence provider. To anyone accessing the Web page, it looks like samsstore is running its own server. Only by looking carefully under the covers can you tell any differently.

Cost-Effective

A good thing about virtual hosts is they cost virtually nothing compared to running a real host. The going rate for virtual hosting is around $100–$125 per month. A real host with T-1 connectivity to the Internet can cost upwards of $3000 per month just for the connectivity. And beyond that you would have to hire staff just to maintain it. Quickly you get into upwards of $15,000 for setup and $5000 a month to run it. So a virtual host is a bargain.

> With your own domain and a set of mailing addresses under a unique domain name, you can quickly establish a presence on the Internet without having to operate your own machine.

It can also be a good way to start out. You can eventually move your Web site in-house when the demand requires it without changing your Web address. Not all ISPs do offer virtual hosting. Check around for those that do. It is another valuable service.

Even more valuable is a combination of the above presence services as a package deal. A good and effective way to get a presence on the Internet is with a combination of a virtually homed Web page and a set of email addresses under your own domain. Check around for ISPs which offer this full range of services. They are well worth it if you are really serious about doing business on the Internet. ■

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Playing Games

Watch Out For The Little Guys

All work and no play makes the online world pretty boring. While several of the larger commercial online services like Prodigy and eWorld provide some room for gaming, and the Microsoft Network has gaming publishers working on bringing a few laughs to MSN, several specialized online services are currently filling the void by providing real-time, graphical interactive online gaming.

For the most part, geeks are out, fun is in. The focus of these services is not the computer topics that typically dominate the online experience. As the Bard once said, "the play is the thing."

ImagiNation

Purchased by AT&T from Sierra Online almost a year ago, the ImagiNation Network provides a highly graphical online service that lets users play arcade, strategy, sports, and role-playing games with other members. Some games, like Stratego, are played one-on-one, while others can accommodate up to four players. Currently for IBM-based computers only, ImagiNation offers a Disneyesque array of different themed "lands" that provide a variety of games.

The Clubhouse offers Chess, Go, Backgammon, Checkers, Euchre, Cribbage, Hearts, and Spades. A Casino offers the usual, including Blackjack, Slots, Poker, and Roulette. ImagiNation offers several role-playing games, including The Shadow of Yserbius and The Fates of Twinion, dark dungeon fare similar to Bard's Tale.

This summer saw the release of v2.4 of the network that introduces ten new multiplayer games. New to the Arena are Free for All Red Baron, a simulated WWI air combat game, and Front Page Sports: Football Online, the first online game licensed by the NFL. Team Bridge has been added to the Clubhouse, as well as six multiplayer games for children. With over forty games, there's plenty to do.

With over sixty thousand subscribers thus far, ImagiNation knows it's in the community-building business, too. Individual users get to create their own face, used to represent each subscriber online. There are dozens of specialized bulletin boards where users can discuss the games or chat.

The service supports electronic mail between members. There are even BBSes for other kinds of sports including the Singles Spot; Married Life; an online University; real-world sports topic areas for baseball, basketball, football, and hockey; and topics on Home Video, philosophy, ethics, and even current events. Tournaments are held weekly for most of the games.

A lot of online sponsors, including Maxis and others, even have their own presence in an online mall where users can purchase games at special discounts.

ImagiNation requires a 16MHz or faster 386 PC with at least 640K of RAM and EGA or VGA graphics. You need a Microsoft-compatible mouse. ImagiNation is only available via dial-up connections so you need a 2400bps (or faster) modem.

Be careful, though, all of this fun ain't cheap. There are five pricing plans ranging from five hours for $9.95 per month with additional time billed at $2.95/hr., up to the 50 Plan where you get fifty hours for $99.95 with additional hours costing $1.95. Between 7 am and 6 pm weekdays, members are billed $6.00/hr. for all membership plans. If you are an AT&T long-distance customer you qualify for a 10% discount. By calling the toll-free sign-up number (1-800-462-4461) you can get the free software and five free hours to get you going.

ImagiNation also sponsors a web page at *http://www.imaginationnet.com*.

For the most part, **geeks** are out, **fun** is in.

Outland

Where ImagiNation Network is for DOS PCs only, offers only dial-up access, and is pricey, Outland serves the online Macintosh gamer with Internet access and offers a flat-rate monthly fee of $9.95 for all of the online gaming your parents or spouse can live with.

Graphical to the hilt, currently playing at Outland are: Spaceward Ho, Delta Tao Software's tongue-in-cheek, multiplayer game of galactic conquest; Reversi; Go; BackStab; Backgammon; and Chess. Other multiplayer games include Hearts and Galley, a conquest game using ancient galley ships to island hop to empire. The Outlook serves as Clubhouse where users wait for game openings and can chat. Many of the games have built-in chat win-

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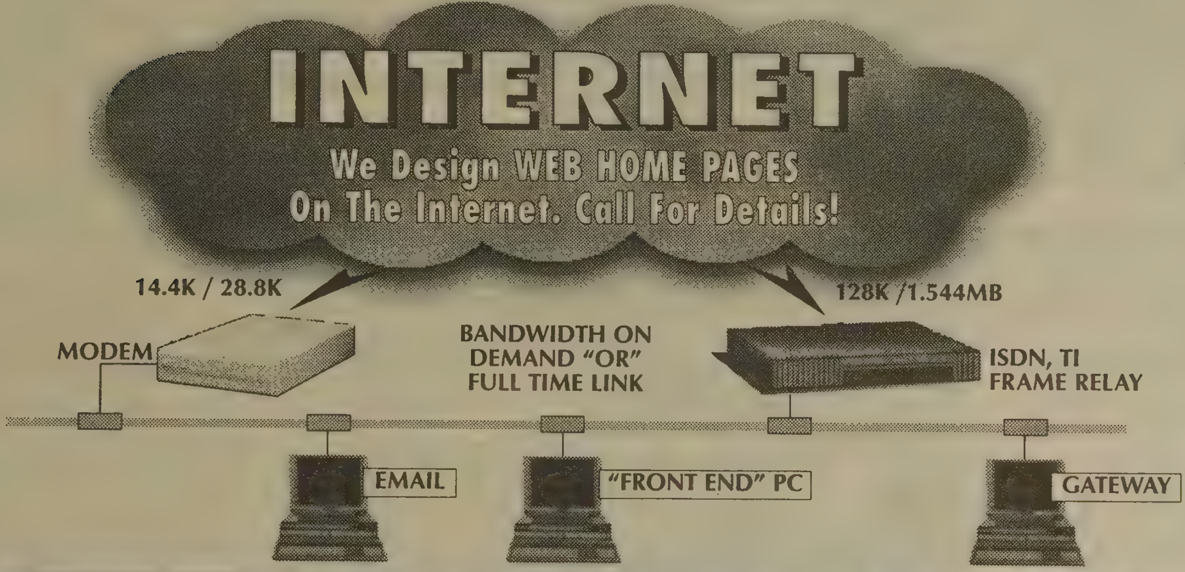

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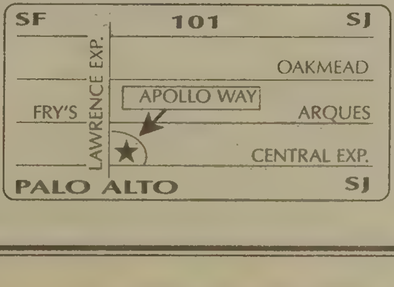

Online Services *continued...*

dows where players can interact during play (“Ha, gotcha!”).

New games coming to Outland are Conquest, a multiplayer Risk-type game, and Assassins, where, in a 2-D overhead maze-type display, players are given “targets” to “kill,” rather in the RoboWars (Maxis) mold, where opponents plan out their moves ahead of th action, then play the scene out to see who go snuffed and who didn't.

I found my first Outland venture extremel easy to set up and use, and I had no small fur After logging on I was immediately engage (consumed, really) in a game of Spaceward H and a very quick two hours went by without m even thinking, “Hey, I'm doing this over th Internet.”

Founded in 1994 by Bill Lipa, Dave King, an Alex Beltramo, Outland evolved from their joi work on creating a multiplayer network game their own. In the process, they saw the potenti to create an infrastructure that could support variety of activities. Since then Outland ha given a lot of effort and development time t creating a robust technology that has com manded recognition.

Outland offers a development kit that inde pendent software publishers are using to brin new games to the service. Incremental patchin lets users update new versions of their softwa without having to download entire revision the Outland TCP Tool has become a widely ci culated freeware product.

So where Outland lacks numbers, th foundation has been laid for quite a bit extensibility without having to redo the enti environment. The Chess module of Outlan for example has served as the “here's how yo do it” blueprint or template for other game appearing on the service. On the user sid the graphical interface offers a well-do chess board and pieces. There are clock rankings, sounds, and the ability to sa games for playback.

Since the beginning of the year, Outland h added a T-1 connection through BARRNet, regional Internet access provider. This mak for fast and reliable game response. You c reach Outland at *http://www.outland.com* or c (415)328-5659.

Perfect TEN?

Recent developments indicate that Outlan background development work is paying off, it has gained the attention of Kleiner Perki Caufield and Byers, funders of TEN, the To Entertainment Network. Coming online so TEN will combine Planet Optigon and Outla technology. Outland will continue as a separa entity, but you can bet a good bit of its founde savvy is being employed to help roll out TEN

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> After logging on I was immediately engaged **(consumed, really)** in a game of Spaceward Ho, and a **very quick** two hours went by without my even thinking, **"Hey,** I'm doing this over the Internet."

which will provide both Windows then Macintosh client software.

According to TEN's Web page, "On TEN, you'll be able to play hit computer games with people all over the world. The network will be so fast, the interface so sharp, and the competition so fierce—well, it just may scare you." To back that claim up, TEN announced its partnership with Apogee Software, makers of Wolfenstein 3-D and the Duke Nukem series. According to the agreement, Apogee will furnish four games for exclusive use by TEN, plus two more on a shared-exclusive basis. The titles include Xenophage, Duke Nukem 3-D, Terminal Velocity, Ruins, and Shadow Warrior, all developed by 3D Realms, a division of Apogee. An additional offering is Maxis' SimCity game simulation.

TEN's front-end GUI will ship on CD-ROM and will be available first for DOS, then other platforms, including Windows 95, Power Mac, and Macintosh. You can sign up for TEN by accessing the service's Web page at *http://www.ten.net* or call (415)495-0743.

What About The Big Guys?

To be sure, existing online services have made a stab at online gaming, but their hearts don't seem to be in it.

Most notably, GEnie has offered graphical front ends for BattleTech and CyberStrike, Airwarrior and Gemstone III, while AOL has licensed SSI's Dungeons and Dragons. Electronic Arts is working on offerings for MSN. There are the play-by-mail games (Diplomacy, Chess) and the upcoming WorldsAway infrastructure on CompuServe (see *MicroTimes* #136). And maybe I'm a dunce, but I still can't figure out what the heck the Yoyodyne stuff on eWorld is about. In sum, where interactive is an afterthought or add-on, the majors just don't have the infrastructure yet.

Forget those guys for now while they tinker with their own new paradigms about interactivity. In one corner you have a giant like AT&T backing ImagiNation and in the other corner you have Kleiner Perkins Caufield and Byers, with its storied ability to turn iron into gold, backing TEN. There you have what amounts to the two major players who: 1) are getting quite serious about your fun, and 2) will redefine the online gaming mission for years to come. ■

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BY ROBERT MOSKOWITZ

Creating A Home Page

What To Do With Web Page Authoring Software

Putting up a home page is very much like publishing a newspaper or a magazine. And not surprisingly, many of the same rules and guidelines ought to apply. In these early days of Web publishing, it's refreshing to feel that the little guy can have a home page every bit as nice as the one from Hewlett-Packard or Microsoft.

According to many professional home page designers, for example, before you ever type a single line of home page information it's important to decide exactly why your home page should even exist. Once you determine what you want it to accomplish for you, to whom it should appeal, and what information it should deliver, you can begin to consider how to put it together.

Most Web users seem to prefer pages that are relatively simple, if only because they are much faster to download and view than home pages containing huge graphics files that take minutes—or even tens of minutes—to transfer over the net.

In addition, your home page will be more understandable and thus better utilized if you organize it in some consistent fashion. For example, many popular home pages contain a title and brief introductory sentence or paragraph, followed by a quasi-menu of choices, each of which links to relevant information. Readers scroll through the home page, click on items they wish to investigate, and are instantly transported to other files or other network sites that will be of interest.

Because life is constantly evolving, and the Internet is constantly evolving, it's considered "bad form" to leave a Web page unchanged for too long. At least three or four times a year you should update the page with new or clearer menu options, and also check to make sure all the links you've placed on your page are still operative.

Creating A Home Page Of Your Own

To begin, it's important to understand that a home page only looks great. Underneath all that snazzy appearance, it's still just another text file.

The appearance of this file looks different on the Web, however, because it is being interpreted and displayed by means of special "browser" software that responds to standardized formatting codes, called HTML (HyperText Markup Language) codes, that you have placed in your text file.

Basically, these HTML codes are simply text phrases, often called "markers" or "tags," that your browser knows how to interpret. HTML specifications are already up to Level 3, but most browsers still interpret only HTML Level 2. They simply ignore the markers or tags they don't understand.

These markers or tags always begin with a "greater-than" sign and end with a "less-than" sign, like this: <TITLE> and </TITLE>.

Almost every tag or marker actually consists of two tags or markers: one to indicate its beginning or opening point, and another to indicate its ending or closing point. The two tags are identical, except that the second tag in the series begins with a "/" character.

Underneath all that **snazzy** appearance, it's still just another **text** file.

Some of these markers tell the software how to format the enclosed text. But others tell the software about another file, or even another site on the Internet to which it should connect. Text you place in between the markers will be formatted and displayed, and/or used to specify a location.

Inserting location specifiers in your home page file allows those who browse it to jump quickly from computer to computer, even country to country, without actually knowing what their computer is doing.

Thus, a sample line of HTML code might look something like this:

<TITLE>Title Of Your Home Page</TITLE>

The tag <TITLE> indicates the name of your Web page, and does not show up when the browser displays the page.

If you don't want to use <TITLE>, you can use other tags, such as <U>, <STRONG>, or <EM>. These give browsers specific commands about how to display the text enclosed between them. Just remember to follow the text for each of these tags with the same tag, using the "/" as a prefix.

Some of the tags that don't require a second, "closing" tag include: <LI>, which indicates an item in a list; <P>, which indicates the start of a new paragraph; <IMG>, which indicates the name of an image file to be loaded and displayed by the browser at that point on the home page; <DT>, which tells the browser to indent that line of text; and <BR>, which tells the browser to display an extra blank line.

One good way to create a home page file is to start with a file containing all the text you want

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to display. You can enter this text in any convenient word processor, or you can use one of the many HTML authoring programs now available, if you prefer.

Once you get the text polished and organized just the way you want it, without any formatting, of course, you can begin to add the HTML tags you need to make your new home page display the way you want.

One set of tags, <HTML> and </HTML>, can be used to enclose your entire text file. They tell the browser this file is to be interpreted as an HTML document. But since the browser does that anyway, the tags are not really necessary.

Another set of tags to add to your original text file are <HEAD> and </HEAD>, which simply set off the "title" and other introductory material of your file, and <BODY> and </BODY>, which enclose the bulk of your file. The arrangement looks something like this:

```
<HTML>
<HEAD>
<TITLE>This Is My Home Page</TITLE>
</HEAD>
<BODY>
I'm glad you clicked onto my home page. Where
would you like to go next?
</BODY>
</HTML>
```

But of course, your home page will probably have considerably more text than this example.

To make the design come alive, you'll want to experiment with different combinations of various HTML commands, such as:

- Headings
- Text formatting tags
- Images
- Lists
- Links

Let's look at each one in turn.

Headings

Headings in HTML documents are just like headings in books and magazines. They set off separate parts of a document, and let the reader scan more quickly to find something of interest.

In HTML, you've got six levels of headings, numbered from H1, the largest, through H6, the smallest.

On some browsers, the <H1> tag produces letters so big that they actually disrupt the design. That's why many HTML coders prefer not to use this tag at all.

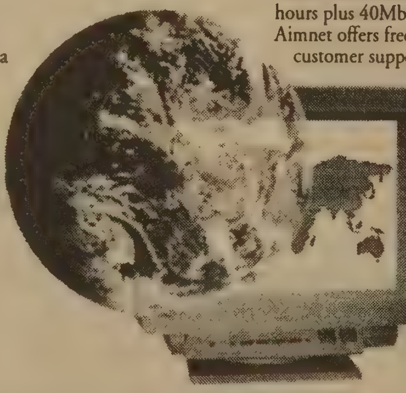
On some browsers, text formatted with the <H4> and <H5> tags don't appear very different from ordinary text, and text set off by means of the <H6> tag actually turns out smaller than normal!

Text

Text formatting tags are much like the style tags used in desktop publishing and some word processing applications.

Basically, there are two kinds of formatting tags: logical tags and physical tags.

Two logical styles are <STRONG> and <EM>.



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Creating A Home Page *continued...*

<STRONG> makes text appear bold on Mosaic, Netscape, and most other browsers. <EM> makes text appear to be in italics.

Physical tags provide another way to tell browsers how to interpret the marked text. <B> marks text as bold. <I> marks text as italic. <U> marks text as—you guessed it—underlined.

Always be sure to include the closing tag with any of these formatting styles. If you don't, it will continue to be displayed until the browser does encounter a closing tag somewhere in your home page text file.

If you're not sure how your page will look with various header tags and text tags in place, you can check out the appearance of your file by viewing it with your own browser. If you collect several different browsers, you can study any differences that show up on your home page when viewed through one browser or another, and make your decision about what styles to use in your home page to get the appearance you want for an imaginary "average" browser.

> Before you ever **type** a single line of home page information it's important to decide **exactly** why your home page should even **exist.**

Images

Images offer a very graphical way to add interest and excitement to your home page.

The <IMG> tag is different from most other HTML tags because the tag itself contains more specific information pointing to where the browser can find the graphic data it is required to display.

For example, a sample <IMG> tag might look something like this:

<IMG SRC="my_home_page_graphic.gif">

It's important to enclose your image filename with quotation marks.

If you're afraid your image won't be displayed for everyone working with every conceivable type of browser, you can use a variation of the <IMG> tag called <IMG ALT>. With this tag, you give the usual reference to the graphic file you want displayed. But you also include a line of text that serves as a description of the image for readers whose browsers won't display the file you've provided.

Under the rules of HTML, you can add graphics of any size in your home page. However, since many people are still receiving Web information at relatively low speeds, it's better not to include any more graphic data than you really need.

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HTML browsers generally support GIF, JPEG/JPG, and XBM graphics formats. But only GIF images are anything close to universally accessible.

Lists

Lists are a good way to create visual interest when naming more than three items in a row. HTML currently offers you three different kinds of lists: ordered lists, unnumbered lists, and definition lists.

Ordered lists use the tag <OL>, and automatically insert numbering for each item on the list. The codes look like this:

```
Here's The List Title
<OL>
<LI>Here's Item 1
<LI>Here's Item 2
<LI>Here's Item 3
</OL>
```

If you put in a <UL> tag instead of an <OL> tag, browsers will display the items as bullets instead of as numbered items.

The <DL> tag tells browsers to indent the text, without bullets or numbers. You can also use this tag to indent a paragraph of text that's a quote or that should otherwise stand out from the rest of the material on your home page. Between the opening and closing <DL> tags, you can use <DD> to indicate normal text and <DT> tags to indicate text that should be indented.

Links

Links are the biggest advantage of HTML. They allow you to connect readers of your home page to other sites on the Internet. They serve other important purposes, as well.

For example, by providing links to other HTML documents on the same computer as your home page, you can effectively increase the size of your home page without forcing every reader to download a megabyte or more of information every time they connect to your site.

> Headings in **HTML** documents are just like headings in books and **magazines.** They set off separate parts of a document, and let the reader **scan** more quickly to find something of **interest.**

The tag that links to another HTML document is called an "anchor": <A> </A>. It's very important to close out every anchor tag. If you don't, everything that occurs on your home page after the opening <A> tag will become a "clickable" item that will lead—along with everything else on your home page—to the one Internet resource you've most recently specified.

Assuming you've done it correctly, here's

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Creating A Home Page *continued...*

what an anchor tag on your home page might look like:

`<A HREF="My_other_page.html">My Other Page</A>`

This would make the text: "My Other Page" into a reference that, when clicked on with the mouse, would connect the reader to the file "My_other_page.html".

In addition to text, images can also be made into references to other Internet resources. For example, if you want to establish a picture of your cat as the button that takes a reader to your other HTML page, you might set things up like this:

`<A HREF="My_other_page.html"><IMG SRC="My_cat.gif"></A>`

This tells the browser to display the "My_cat" image, and to treat it as a clickable item that, whenever a reader clicks on it with the mouse, triggers an immediate connection to the file "My_other_page.html".

Notice that none of these references contains Internet address information. By default, the browser looks around within the current Internet address space for other resources to which it is told to link.

But if the link contains Internet address details, the browser is capable of connecting there, too. This means your link can take people anywhere on the Internet. Just edit your anchor link to look something like this:

`<A HREF="http://my.friends.computer.com">My Friend's Home Page</A>`

Now the words "My Friend's Home Page" will be displayed as a clickable item, and when clicked, will tell the browser to connect to the home page of the Web computer whose Internet name is "my.friends.computer.com".

Obviously, there's a great deal more to HTML coding than just this short description. But this is all you need to get started, and to make a viable home page you can show to your friends or business acquaintances with pride.

As you need more capability, you can begin to work with any of several very good HTML editors now available. They can automatically convert a text document to an HTML one, and can also facilitate the placement of codes within a document. All this makes it easier to develop prettier and more sophisticated home pages without really knowing too much about how to code in HTML. ■

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			540MB	1.0GB
486DX2-66, 256K-VLB (AMD)	126	416	871	971
486DX2-80, 256K-VLB (AMD)	133	423	878	978
486DX4-100, 256K-VLB (AMD)	163	453	908	1008
486DX4-100, 256K-PCI w/ IDE PCI (AMD)	197	487	942	1042
486DX2-66, 256K-VLB (Intel)	199	489	944	1044
486DX2-80, 256K-VLB (Intel)	220	510	965	1065
486DX4-100, 256K-VLB (Intel)	239	529	984	1084
486DX4-100, 256K-PCI w/ IDE PCI (Intel)	259	549	1004	1104
P5-75, 256K-PCI (Asus Triton)	376	781	1236	1336
P5-90, 256K-PCI (Asus Triton)	473	878	1333	1433
P5-100, 256K-PCI (Asus Triton)	578	988	1443	1543
P5-120, 256K-PCI (Asus Triton)	763	1173	1628	1728
P5-133, 256K-PCI (Asus Triton)	906	1315	1770	1870
P5-75, 256K-PCI (Intel Triton Zappa)	383	788	1243	1343
P5-90, 256K-PCI (Intel Triton Zappa)	479	884	1339	1439
P5-100, 256K-PCI (Intel Triton Zappa)	583	993	1448	1548
P5-120, 256K-PCI (Intel Triton Zappa)	769	1179	1634	1734
P5-133, 256K-PCI (Intel Triton Zappa)	910	1320	1775	1875
P5-75, 256K-PCI (Intel Endeavor) (1)	487	892	1347	1447
P5-90, 256K-PCI (Intel Endeavor) (1)	588	993	1448	1548
P5-100, 256K-PCI (Intel Endeavor) (1)	692	1102	1557	1657
P5-120, 256K-PCI (Intel Endeavor) (1)	882	1292	1747	1847
P5-133, 256K-PCI (Intel Endeavor) (1)	1010	1420	1875	1975

(1) Pipelined burst cache is also available at $50 extra

(2) Basic system includes M/B+CPU, 8MB RAM (4MB for 486 system), IDE w/ I/O, 1.44MB floppy drive, Mini case w/230w power supply, 101-key enhanced keyboard and mouse

(3) 14" SVGA N.I. (1024x768 .28) monitor, SVGA card w/ 1MB RAM

- **Please call for Customized system**

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540MB, 14ms, IDE	165
850MB, 10ms, EIDE	192

QUANTUM

540MB, 14ms, SCSI	180
730MB, 11ms, IDE	219
730MB, 11ms, SCSI	255
1GB, 12ms, SCSI	279

CONNER

420MB, 14ms, IDE	145
540MB, 14ms, IDE	165
850MB, 15ms, IDE	Call
1.0 GB, 10ms, SCSI	Call

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XP15/XE15/XV15	580/535/435
XP17/XE17/XV17	1025/995/745
XP21/XE21	2100/1725

SONY

GDM20SE/17SF/15SF	1865/825/485

MGC

N.I. 14" 0.28	220
N.I. 15" 0.28	290
DX15FE/DX17F(1280x1024)MXP	Call

VIEWSONIC

14ESM	269
V15ES/15GS/15GA	385/455/515
17/17GA/17GS/17PS	834/845/749/915
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Creative Lab AWE-32	269

CD-ROM

Sony 4xi EIDE	159
Mitsumi 4xi EIDE	155
Teac 4xi IDE	147
Toshiba 5302 4xi EIDE	159
Toshiba SCSI-II 3601 Int/Ext	295/395
Panasonic 4xi EIDE/SCSI-II	149/265
NEC 6xi SCSI-II	475

CONTROLLER

IDE w/ I/O w/ 1p, 2s, 1g	14/12
IDE VESA Local Bus	20
Enhanced IDE VLB w/ 16550	30
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Adaptec SCSI 1522	76
Adaptec SCSI 1542CF/1542CF w/Kit	179/239
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Adaptec SCSI 2940W/Kit (OEM)	259
Adaptec SCSI 3940W/Kit (OEM)	405

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Maxiswitch/Keytronic	26
Focus 2001/7000/8000/9000	35/40/45/55
OmniKey 101	60
Microsoft Mouse Serial	35
Logitech Mouseman Serial	35
MINI Tower Case w/230w ps	45
Medium Tower Case w/230w ps	57
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Tarantula 64 MK II VLB/PCI 2M /4M VRAM	249/369
Tarantula VLB/PCI 1M/2M VRAM	164/224
Tarantula VLB/PCI 4M VRAM	335
Tarantula Lite (S3) 1M/2M DRAM	85/135
32 VLB 1M/2M	79/129
32 VLB Plus 1M/2M	86/133
BlackWidow Engine ISA 1M/2M VRAM	119/165
BlackWidow+ PCI/VLB 1M/2M VRAM	135/190
256 Cache VLB 1M/2M	95/135
64 VLB/PCI 1M/2M/4M DRAM	120/160/240

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Kelvin 64 VLB/PCI 1M/2M DRAM	115/149
Kelvin Easy VLB/PCI 1M	87
Fahrenheit Pro VLB/PCI 2M/4M VRAM	249/385

ATI

ATI Mach64 WinTurbo PCI 2M/4M VRAM	259/399
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FAX/ MODEM (14400F,14400M) int/ext	53/83
Maxtech FAX/MODEM 2.88 int	78

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AE2000JL Ethernet Combo Card 16 bit	33
AE2000JLEthernet 10 Base 2 Jumperless 16 bit	31
16-Bit Ethernet 10 base 2 BNC or RJ-45	29
EtherLink II/16, 16-bit ISA, Coax(5 Pack)	Call
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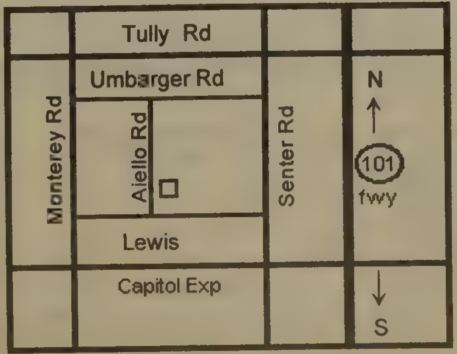

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DUAL SCAN 4 MB RAM 10.3" SCREEN / 128K CACHE	486DX2-66 486DX4-100	$1695 1738	$1770 1813	$1905 1948	$2095 2138
ACTIVE COLOR 4 MB RAM 9.5" SCREEN / 128K CACHE	486DX2-66 486DX4-100	$2095 2138	$2170 2213	$2305 2348	$2495 2538
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ACTIVE COLOR 8 MB RAM 10.2" SCREEN / 256K CACHE	PENTIUM 90 PENTIUM 100	$2622 2720	$2716 2814	$2847 2945	$3022 3120

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- •Built-In Pointer Device
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- •PCMCIA-1 Type II or 1 Type III
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DISPLAY	CPU TYPE	510 MB	810 MB	1.2 GB
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- 1.44 MB Floppy Drives
- 420 MB IDE Hard Drive
- Vesa Local Bus 32 Bit IDE Cont 2H/2F I/O with 2 Serial, 1 Parallel, 1 Game
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- 16KB Internal Pentium Cache
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Mag 15FE	375
Mag 17F	689

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Orchid Kelvin 64 VLB/PCI 2 MB	160
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Diamond Stealth 64 PCI/VLB 2 MB VRAM	255
Diamond Stealth PCI/ 1 MB DRAM	125
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•MICRONICS 486DX-X BOARD VLB W/256K (72pin)	135
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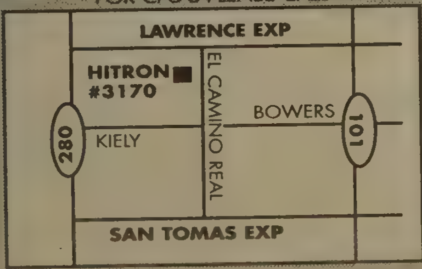

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Accord Services *http://www.weblink.com/accord/* Accord Services offers software to help you think creatively, solve problems, and meet new friends. [Exp. #144.]

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Advanced Computer Products *http://www.liberty.com/home/traveller* The home of Advanced Computer Products and the online swap meet! Also home to ACP Components. [Exp. #145.]

Advanced Logic Research *http://www.alr.com/* ALR manufactures sophisticated multi-processor network servers, high-performance workstations, and environmentally friendly personal computers. [Exp. #146.]

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Air Brokers International *http://www.aimnet.com/~airbrokr* Visit places around the world, online world travel newsletter, circle the globe, Asia, Pacific. [Exp. #145.]

Aircraft Spruce & Specialty Co. *http://www.aircraft-spruce.com* Aircraft Spruce is the premiere distributor of aviation supplies for certificated and home-built aircraft. [Exp. #145.]

Albin Engineering Services, Inc. *http://www.hooked.net/users/aesi/* Albin Engineering Services, a leading placement firm, has several openings for SW Engineers. [Exp. #144.]

CP

Alps Electric *http://www.alpsusa.com/index.html* Photographs and complete specs for the most popular products of this computer peripheral manufacturer. [Exp. #145.]

Altera Corporation *http://www.altera.com* Company/product information, job opportunities for Altera (NASDAQ: ALTR), leader in high-performance programmable logic devices and CAE tools. [Exp. #142.]

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art

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CP

BG Computer *http://www.zoom.com/personal/bob-huang/bg/bgmain.html* [Exp. #144.]

Bill's House Of Financial Independence *http://www.vpm.com/selfhelp* Providing business opportunities for the beginner and seasoned pro. For as little as $20. [Exp. #142.]

Braxton Indexing's Home Page *http://www.the-beach.com/bus/braxton/* Publisher of indexes in legal, scientific, and research areas. [Exp. #145.]

Buell Motorcycle Company *http://www.buell.com/buell.html* America's newest motorcycle manufacturer was formed in 1993 by Erik Buell, a former Harley-Davidson, Inc. engineer and ex-national class road racer. [Exp. #146.]

CADALYST Magazine *http://www.advanstar.com/cadalyst* Providing valuable information to visitors interested in the AutoCAD industry—includes current and classic issues of the magazine. [Exp. #146.]

Cadkey Developer's Network *http://www.cadkey.com* Makes available the Software Development Kit to Cadkey's Strategic Development Partners. [Exp. #145.]

CD Source *http://www.cdsourceline.com/cds* CD-ROM resource center, bookstore, software store, news, and reference site. Includes reviews, articles, and tips. [Exp. #146.]

Education

Center For Electronic Art *http://www.cea.edu/* Discover the Artists' Exhibition and access up-to-the-minute information about classes, schedules, events. [Exp. #145.]

ChiPants *http://www.aonet.com/chipants/* ChiPants, the comfortable and intelligent pants for men and women, are now available on the World Wide Web. You can also email requests and questions to *chi@nbn.com* . [Exp. #145.]

ClickPic Scanning Service *http://www.netventure.com/cpc/* Scanning service offering fast, high-quality, photo and document scanning with email return of images. [Exp. #146.]

Compuforms Co. *http://www.cpfc.com/compuforms* Electronic forms, continuous forms, labels, checks, and downloadable artwork. [Exp. #144.]

Computer Training Consultants *http://www.he.tdl.com/~msri/CTC1.html* Provides in-house, online and on-site software and hardware training in PC and Mac LAN environments. [Exp. #146.]

Copyright Clearance Center *http://www.directory.net/copyright* Offers an automated process for obtaining and paying for reprint rights. [Exp. #143.]

Credi-Call *http://branch.com:1080/cc/cc.htm* Use your credit card as discount calling card. Up to 90% savings on long distance. [Exp. #143.]

CyberNautix, Inc. *http://www.community.net/~nautix/* UNIX and Internet technical services firm. System management, training, and custom services described. [Exp. #143.]

Cyboutique *http://www.romantasy.com* A unique, interactive crossroads for exploring issues, ideas, and products to enhance sexual well-being and encourage intimacy. [Exp. #145.]

Cyno Technologies *http://www.cyno.com/cyno/* Cyno Technologies, Inc. provides computer user authentication systems, including solutions for enhanced remote access security. [Exp. #142.]

DeltaPoint Web Site *http://www.deltapoint.com/* Data/Process visualization software publisher. The site provides sales, product, and support services for its customers. [Exp. #144.]

Demand Systems Home Page *http://www.fishnet.net/~drumbra* Demand Systems sells computer software and hardware. They also carry the Jaguar and Lynx. [Exp. #146.]

DHL Worldwide Express *http://www.dhl.com/* Provides information on shipping services offered by DHL for all of the 217 countries that the DHL network serves. [Exp. #146.]

Digital Conversion Technology *http://navishow.ans.net/lab/m/mtownes* Sales, bids, quotations, and proposals. We search and deliver—you produce and sell. [Exp. #146.]

Digital Zone *http://www2.uplex.net/dzone/* Resource for buyers to contact vendors in the printing, advertising, service bureaus, and photography business. [Exp. #145.]

eCesys, Inc. *http://www.alaska.net/~ecesys* Low-cost Pentium Systems optimized for NEXTstep, Win 95, and WinNT deployment. [Exp. #146.]

The Earth's Best World Wide Web Site *http://www.earthsbest.com/* The Web site for Earth's Best, the nations only organic baby food, includes information about the company and products as well as articles on parenting, infant health and nutrition, environmental issues, and organic agriculture. [Exp. #144.]

Echelon LonWorks Technology *http://www.lonworks.echelon.com/* LonWorks offers networking technology for building, home, industrial, and transportation automation. [Exp. #144.]

EIO: Electronics Information Online *http://www.wio.com/* A super surplus store. We buy and sell excess, discontinued, new, and used electronic components and computers. [Exp. #146.]

Endeavour Travel *http://www.anzac.com/endnb/endvr.html* Information and discount travel packages to Australia and New Zealand. [Exp. #142.]

EZ Systems *http://register.com/drives* Tape and optical disk drives for sale or repair. Most major brands supported. [Exp. #144.]

Fast Forward Skate Shop *http://www.fast-forward.com/* Largest distributor of inline skates and accessories. Online guide to buying inline skates. [Exp. #145.]

FaxBox Network *http://voyager.via.net/netbiz/faxbox.html* How to have your own fax-on-demand box and make money. [Exp. #142.]

Fisher Model And Pattern Works *http://www.wco.com/~fisher* Resin model kits of classic '50s and '60s racing cars. [Exp. #144.]

Flor De Manila Cigars *http://www.netins.net/showcase/fujicig/flordemanila.html* The most popular Cuban seeded Philippine handmade cigars available. Blended with a satisfying character with a hint of the exotic. [Exp. #144.]

Furnituremaker And Design *http://www.channel1.com/users/postma* Steve Postma Furnituremaker and Design specializing ~~in~~ custom veneer and curved furniture. [Exp. #144.]

Galt Technology Shareware Zone *http://www.galt-tech.com/* The leading site for quickly and easily downloading the latest shareware from the Web. [Exp. #145.]

Genoa Technology's Web

Web Page Listings *continued...*

Site *http://www.gentech.com* Testing solutions for Printer Emulations, Facsimile (T.30), IrDA (Serian Infrared), IEEE 1284, and SNMP. [Exp. #146.]

Geoworks Home Page *http://www.geoworks.com* Information about Geoworks, a supplier of operating system software and applications for the emerging Consumer Computing Device market. [Exp. #145.]

Gold Mountain Land *http://www.aimnet.com/~ayl/antelope.htm* Land investment opportunities with prices starting at 30¢ per square foot. [Exp. #145.]

Golden Sun Co. *http://www.clcr.com/goldensun/* Sunglasses for wholesalers and retailers. Offering thousands of models of sunglasses for the lowest price. [Exp. #144.]

Great Fax Cover Sheet Co. *http://emporium.turnpike.net/W/wortB/welcome.html* Unique products at great prices. Something for everyone even if you don't fax. [Exp. #145.]

Greek Hotel And Cruise Reservation Center *http://www.deltanet.com/bazaar/greece.htm* Your link to over eight thousand Greek hotels and cruises covering the Greece mainland and islands. [Exp. #146.]

Homes For Sale On The Internet *http://www.he.net/~bsonder/homes.html* Have some real estate to sell? Want to increase your audience? Advertise with Homes for Sale on the Internet. [Exp. #146.]

Hotel Emeraude Plage *http://www.well.com/user/frigate* Information on the Hotel Emeraude Plage on St. Bart's in the French West Indies. [Exp. #145.]

iambic Software *http://www.iambic.com/iambic* Software for the Newton MessagePad. Contests, tips, and links to other Newton-related areas. [Exp. #145.]

Immigration And Visas *http://www.schulzlaw.com/~mschulz* Law offices of C. Matthew Schulz. Information on US visas and employment-based immigration. [Exp. #144.]

Information Broker *http://infobrkr.com/IB/DTP.htm* Affordable desktop publishing via B/W printed material and the Web. [Exp. #144.]

Instant $avings BBS *http://www.liberty.com:80/home/couponbbs/Welcome.html* A free BBS soon to have free Internet email and a home-based business opportunity. [Exp. #146.]

Instant Wholesale Pricing For 170,000 Computer Products *http://www.applied-computer.com/* Applied Computer of San Jose lets users instantly access pricing information on over 170,000 computer products. [Exp. #144.]

International Channel Networks *http://www.i-channel.com/* The premier provider of multi-language television programming, featuring over twenty-four different languages. [Exp. #144.]

International Consulting *http://www.insist.com/* Build a strong distribution/OEM channel in Europe. Fluent in German, French, and Dutch. Set up branch offices in four weeks. [Exp. #146.]

Investigative Resources *http://www.lainet.com/~factfind* The online brochure of Investigative Resources International, a full-service southern California investigative agency. [Exp. #145.]

Kamaaina's Best *http://planet-hawaii.com/kambest/* Gift baskets filled with Hawaiian treats like passion fruit butter, taro pancake mix, coffees, teas, and more. [Exp. #144.]

Kaua'i Exotix *http://planet-hawaii.com/~exotix/* A small tropical flower business in Kaua'i doing all of our business via the Internet. [Exp. #144.]

LinkStor Home Page *http://www.linkstor.com* PC network and storage reseller in Silicon Valley. [Exp. #143.]

LucasArts *http://www.lucasarts.com* The Web site for LucasArts Entertainment, developer and publisher of interactive entertainment and educational software. [Exp. #145.]

Marine Jewelry By Robert Straight *http://www.stw.com/rls/rls.htm* Ocean life rendered in fine gold jewelry. [Exp. #142.]

Maxsoft-Ocron, Inc. *http://www.maxsoft-ocron.com* Maxsoft-Ocron, a leader in OCR software and Toolkits. Visit us and download Wordlinx free. [Exp. #146.]

Mind Logic *http://www.xmission.com/~wwwads/mind/logic.html* CD-ROM disks, hardware, and video gear at wholesale and retail prices. Worldwide mail order. Freebies too! [Exp. #145.]

Mind Science Research Institute, Inc. *http://www.he.tdl.com/~msri* Delivers management and technology training for the lifelong learner. [Exp. #145.]

Miniman *http://www.mindifarm.com/midiman* Midiman's Web site consists of over twelve pages of prod-

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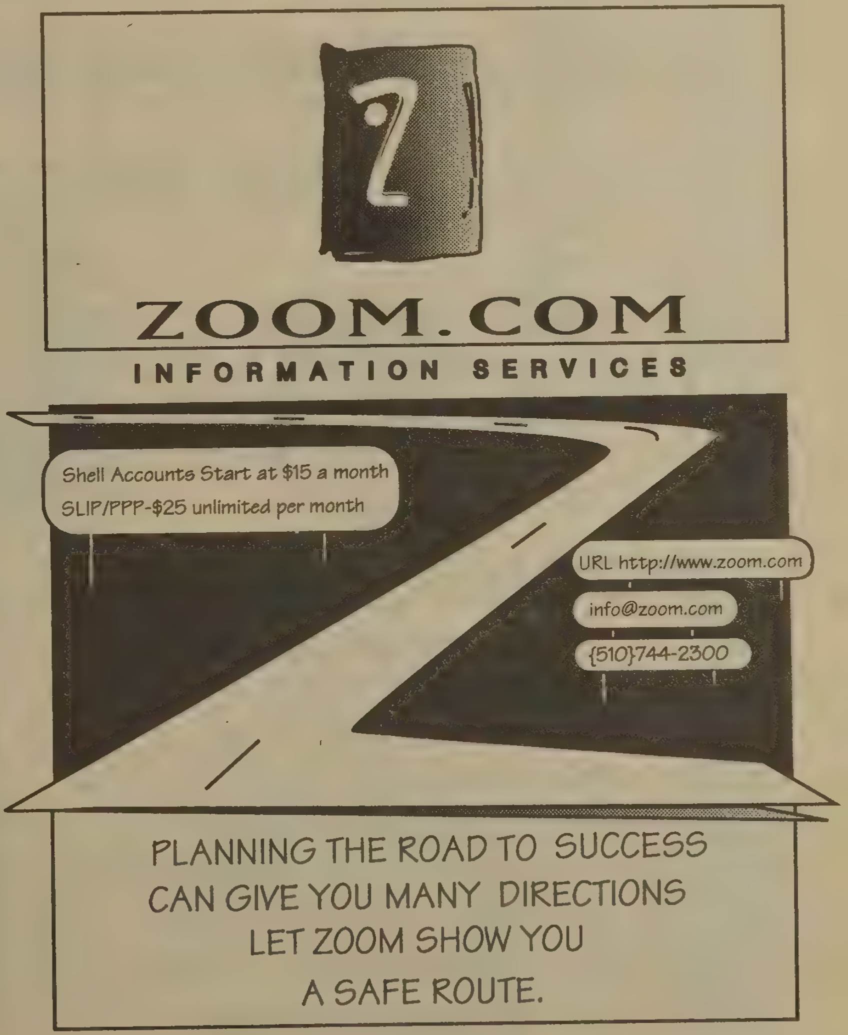
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Web Page Listings *continued...*

uct and company information, and an ftp site for files. [Exp. #146.]

Mobile Access *http://www.aimnet.com/~ayl/900.htm* Learn all about investing in the lucrative 900 telephone business and what it has to offer you. [Exp. #145.]

Mole-Richardson *http://www.mole.com* Hollywood lighting manufacturer, rental company, expendables store, movie memorabilia store. [Exp. #145.]

Music Boulevard *http://www.musicblvd.com* A one-stop service where customers can listen to 30-second sound samples, view album art or artist photos, read reviews or biographies, and buy from an extensive music catalog. [Exp. #146.]

Mutual Fund Investing Home Page *http://www.ManhattanLINK.com/* Features weekly mutual fund rankings and trading system results. Also, online newsletter and links to other mutual fund research sites. [Exp. #144.]

Natural World *http://tlm.tlm.net/natwld.html* Natural World makes 100% nontoxic, all-natural, chemical-free products for cleaning, infant care, nutrition, and pet care. [Exp. #143.]

NetCity *http://www.netcity.com/* An electronic metropolis offering online shopping, personal and professional services, auto center, farmer's market, and entertainment. [Exp. #145.]

Newer Technology *http://www.newertech.com/* Supplier of Mac peripherals and memory products. Grouped into four categories: acceleration, connectivity, memory, and PowerBook accessories. [Exp. #146.]

Novell Service & Support *http://www.aimnet.com/~yungi/lansol.html* Novell network specialists—CNE. We offer Novell-authorized network installation, service, and support. [Exp. #143.]

NTI Of California *http://www.net101.com/nti/* Performance, quality, and value with California's premiere long distance service for businesses and residents. [Exp. #145.]

NutriGenie *http://pages.prodigy.com/CA/nutrigenie/* Nutrition software for better health. Winner of Home PC Top 100 Products of the Year Award. [Exp. #144.]

O'Keefe World *http://www.okeefe.com* O'Keefe World is a full-service advertising agency. Bandwidth busting graphics. Idiotic image maps. All style, no substance. [Exp. #146.]

Online Islamic Bookstore *http://www.sharaaz.com* Quality books, CD-ROMs, tapes, software on Islam. View screenshots and descriptions of products. Order online. [Exp. #143.]

Pacific International *http://www.pacintl.com/pacintl/* Specializing in Japanese/English internationalization (bid or contract). We are multi-platform capable. [Exp. #146.]

PC Physician *http://www.earthlink.net/~pcphysician/* For repairs and installation of PC hardware and software. For rates, info, and more, look here. [Exp. #144.]

The PC4 Zennet Home Page *http://www.zennet.com/* Come found out about T. Pascal and Associates and their wonderful hardware solutions. [Exp. #144.]

PCTravel *http://www.pctravel.com or http://www.nando.net/pctravel.html* Real-time online air reservation and ticketing service with encryption and free overnight delivery of tickets. [Exp. #143.]

The People's Place On The Web *http://www.People Place.com* Your place for health, natural resources, personal and professional growth, nutrition, fitness, and fun. [Exp. #144.]

Photo Restoration, Retouching, & Scanning Service *http://www.wp.com/PhotoRestoration* Highest quality and lowest prices for digital photo restorations. Quick turnaround, too. [Exp. #145.]

Rational Data Systems *http://www.rds.com* Just the basics so far, including employment and WWW contracting opportunities. Fancier stuff to follow. [Exp. #144.]

Recorter, Inc.'s Business Center *http://www.industry.com/* Industrial rack mount computers, enclosures, keyboards, monitors, and printers. Web site includes descriptions and datasheets. [Exp. #146.]

Regent Press *http://www.sirius.com/~regent* A printer in Berkeley and publisher of *The Oracle* (Facsimile Edition) and *The Fringe Series*. [Exp. #144.]

Robert Lee Entertainment (RLE) *http://www.rle.com/~rle/index.htm* RLE is an independent film, video, and WWW page production company. [Exp. #144.]

Safeware, The Insurance Agency, Inc. *http://www.safeware-ins.com/* Insures computers against theft, fires, power surges, accidents, natural disasters, and earthquakes. Review details and apply. [Exp. #146.]

Salsa Express *http://www.stw.com/se/se.htm* South-

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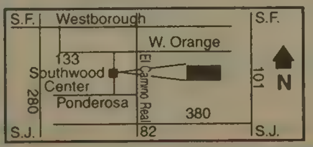

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Web Page Listings *continued...*

western culinary catalog. One-stop shopping for your salsa and hot sauce needs. [Exp. #142.]

Secret Staircase Bookshop *http://www.secretstaircasebooks.com/* An independent book shop specializing in children's books and mysteries for adults. [Exp. #146.]

Secrets Of Home Theater And High Fidelity *http://www.sdinfo.com/* Electronic magazine on home theater and high fidelity with reviews of equipment, feature articles, press releases, etc. [Exp. #145.]

Sextant *http://mind.net/wsirota/sextant/sextant.html* Distribution site for Sextant, shareware program that presents an environment for editing and using Netscape Navigator's bookmarks. [Exp. #145.]

Shamrock Base Corp. *http://wavenet.com:80/~shamy/* Offering base materials used in road construction and a downtown, L.A. concrete/asphalt dump site. [Exp. #146.]

Solomon Software *http://www.solomon.com/* Solomon's home page offers a single point of communications to resources within Solomon Software, a leading accounting software developer. [Exp. #145.]

Solutions Seminars *http://www.sol-sems.com* Seminars for technical communications specialists in the development of technical information products, marketing materials, technical training materials. [Exp. #145.]

Songwriting Consultants, Ltd. *http://www.earthlink.net/~songmd/* Hit songwriter Molly-Ann Leikin helps good songwriters become hit songwriters. Check out her Songwriter's Collaboration Network. [Exp. #144.]

Southwest Airlines *http://www.iflyswa.com/* Complete flight and fare info in a very easy-to-use format, make reservations online. [Exp. #145.]

StarComp *http://www.leonardo.net/starcomp/* Virtual Showbiz Software store—script writing, production scheduling, budgeting, and plot assistance. [Exp. #144.]

Stop Crime, Become A Tough Target *http://www.catalog.com/borelent* Personal protection devices. Stun guns, pepper sprays, alarms, crime prevention reports, and much more. [Exp. #145.]

Superior Stamp & Coin *http://www.amark.com/amark* Conducts auctions of individual/estate consignments of stamps, coins, manuscripts, fine arts, sports and space memorabilia. [Exp. #146.]

Swim At Home In An Endless Pool *http://www.endlesspools.com/~swim/* Swim or exercise "in place" against a smooth current adjustable to any speed or ability. The Endless Pool is only 8' by 15'. [Exp. #144.]

TLC The Eye Center *http://www.laservision.com/TLC* The first Internet site dedicated to clinical excellence in Laser Vision Eye Correction. [Exp. #146.]

Toasted *http://www.berksys.com* Berkeley System's Toasted offers everything from traditional product listings, customer support, and general company information. [Exp. #144.]

Tubz *http://www.opendoor.com/Tubz/TubzHmPage.html* The largest selection of jetted and non-jetted bathtubs on the West Coast. [Exp. #146.]

Warp California, Inc. *http://www.warp.com/* Producers of Virtual Television products, site includes product demos. [Exp. #145.]

Wave Rider *http://hoohana.aloha.net/waverider/* Unique Hawaiian T-shirts for any surfer/paddler (water or Internet). Shirts are USA made. [Exp. #144.]

Web Books—Online Bookseller And Special Services *http://www.primenet.com/~jculp/* Online bookseller with specialties in the areas of sexuality, censorship/conspiracy, and sports. Special free services. [Exp. #142.]

Windjammer Barefoot Cruises *http://www.windjammer.com* Offers descriptions of each ship in the fleet, plus a "News and Specials" section and FAQ about Windjammer. [Exp. #146.]

Working Assets *http://www.wald.com/wa/wald* Working Assets provides ways for customers to be effective citizens and philanthropists. [Exp. #146.]

World Shopping & Information Network *http://www.wsin.com* Features brilliant colorful graphics to excite and entertain. Shopping, travel, entertainment, useful resource information, more. [Exp. #145.]

WovenHearts *http://www.wovenhearts.com/* Residential assisted living. Alternative to nursing home care for older men and women. [Exp. #145.]

(x)faktor Design *http://sfaktor.com/xfaktor* Specialized in traditional and electronic design implementation, including advertising, Logo, publication layout, and Web page design. [Exp. #146.]

Zadian Technologies, Inc. *http://www.zadain.com/* San Jose-based Zadian

continued on page 220

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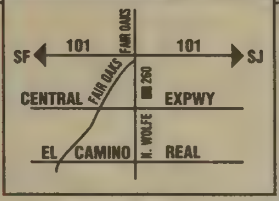

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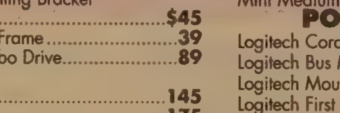

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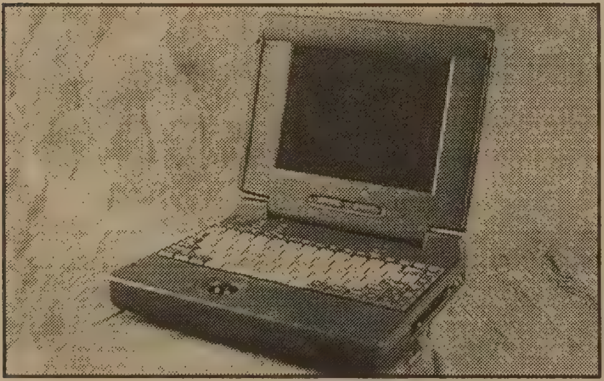

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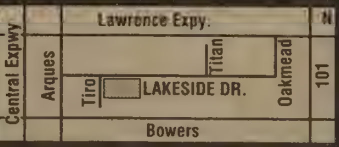

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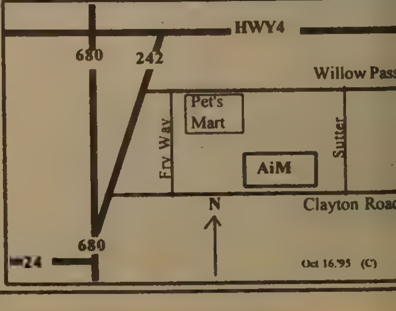

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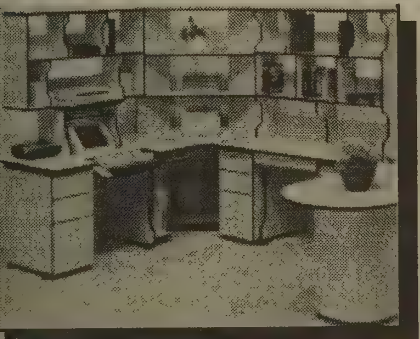

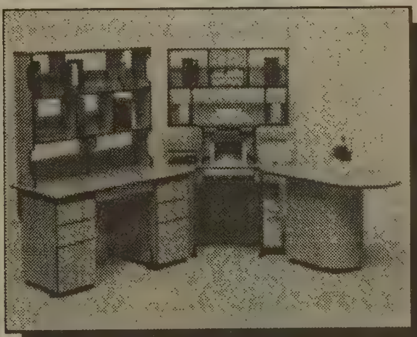

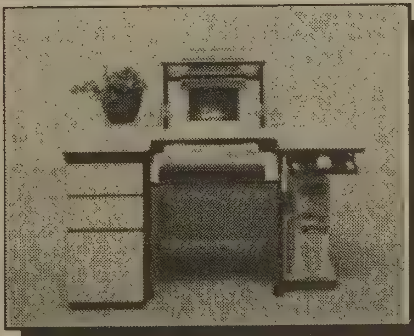

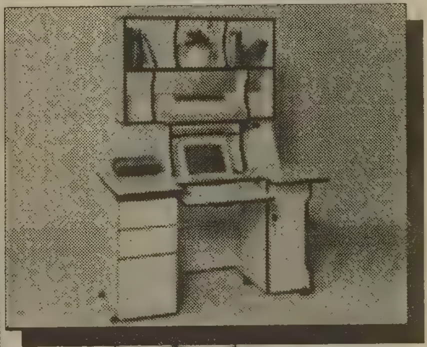

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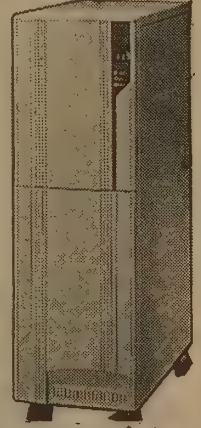

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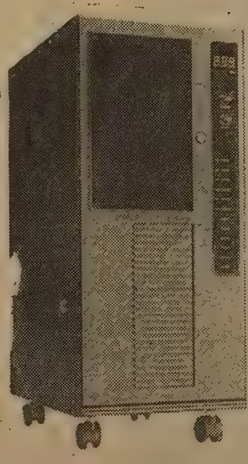

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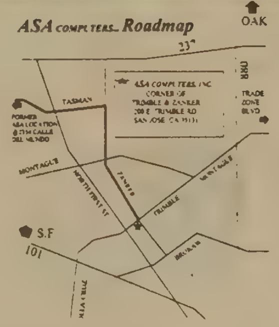

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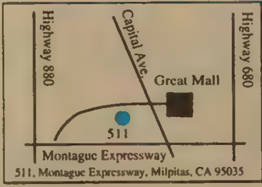

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- 101 Keyboard, Mouse Pad

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PENTIUM® 90 PCI	1139
PENTIUM® 75 PCI	1029
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INTEL 486DX2 66 PCI	759
AMD 486DX4-100 PCI	739
AMD 486DX2-66 PCI	659
INTEL 486DX4-100 VLB	759
INTEL 486DX2 66 VLB	719
AMD 486DX4 100 VLB	709
AMD 486DX2 66 VLB	679
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CYRIX 486DX2-66 VLB	669
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- 3.5" Diskette Drive
- Enhanced PCI IDE Interface
- 2 16550 Serial Ports
- 1 Bi-Directional Parallel Ports
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- 14" .28 NI SVGA Color Monitor
- Deluxe Mini Tower w/230W PS
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- 3COM Etherlink III Network Card (optional)
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- **540 MB EIDE Drive**
- 3.5" Diskette Drive
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- **PCI Graphics Accelerator w/1 MB RAM**
- 14" .28 SVGA Color Monitor
- Deluxe Mini Tower w/230W PS
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- **16 MB EDO RAM (128 MB Max)**
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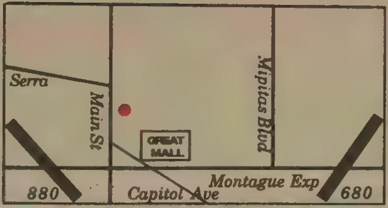

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Intel Endeavor P5-100/256K Pipeline PCI	$692
Intel Endeavor P5-90/256K Pipeline PCI	$590
Intel Triton Zappa P5-133/256K PCI	$910
Intel Triton Zappa P5-120/256K PCI	$760
Intel Triton Zappa P5-100/256K PCI	$585
Intel Triton Zappa P5-90/256K PCI	$480
Intel Triton Zappa P5-75/256K PCI	$380
Asus Triton P55-TP4xe P5-133/256K PCI	$885
Asus Triton P55-TP4xe P5-120/256K PCI	$735
Asus Triton P55-TP4xe P5-100/256K PCI	$560
Asus Triton P55-TP4xe P5-90/256K PCI	$455
Asus Triton P55-TP4xe P5-75/256K PCI	$355
Genoa 486DX4-100/256K VLB(Intel)	$255
Genoa 486DX4-100/256K VLB (AMD)	$200
Genoa 486DX4-80/256K VLB (AMD)	$160
Genoa 486DX2-66/256K VLB (Intel)	$218
486DX4-100/256K PCI w/IDE PCI (Intel)	$260
486DX4-100/256K VLB (Intel)	$139
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486DX4-100/256K PCI w/IDE PCI (AMD)	$200
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486DX4-100/256K VLB (AMD)	$180
486DX2-80/256K VLB (AMD)	$137
486DX2-66/256K VLB (AMD)	$133

PROFESSIONAL DREAM SYSTEM

*Intel Triton Endeavor w/ 256K Pipeline Cache
*Intel Pentium CPU
*CPU Cooler & Heatsink
*16MB RAM
*SPiDER Tarantula 64 Mk II w/2MB VRAM
64 Bit Accelerator
16.7 Million Colors
Expandable to 4MB
Bundled w/MPEG software
*IDE PCI w/ IO & 16550 UART
*15" Non-Int. Monitor 1280 X 1024, .28dp
*1.2 Gig Hard Drive
*1.44 TEAC FD
*Medium Tower Case
*SB 16 Vibra sound card built in

PENTIUM	
P5-133	$2380
P5-120	$2225
P5-100	$2055
P5-90	$1950
P5-75	$1850

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IDE VESA Local Bus	20
Enhanced IDE VLB w/16550	30
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Adaptec SCSI 1522	77
Adaptec SCSI 1542CF/1542CF w/Kit	178/240
Adaptec SCSI PCI 2940 OEM w/Kit	195
Adaptec SCSI PCI 2940W w/Kit OEM	250
Adaptec SCSI 2842A-VL OEM w/ Kit	195

DISCOUNTED 486 VLB

* 486/256K Motherboard (30 & 72 pin sockets)
* 486 CPU
* 4MB - 70ns RAM Exp. 64MB
* 1.44 Teac FD (3.5")
* Spider 64 VLB w/1MB
  - Upgradeable to 4MB
  - 64 bit Windows Accelerator
  - 16.7 Million Colors
* IDE VLB w/1p,2s,1g
* 14" SVGA (1024 x 768, .28dp)
  - non-interlaced, energy saver
* 420 MB Hard Drive
* Mini tower Case w/ 230W
* 101 Enhanced Keyboard
* MS Compat. Mouse w/ Pad
* Free CPU Fan

486DX4-120 (AMD)	$830
486DX4-100(Intel)	$860
486DX4-100(AMD)	$810
486DX2-80(AMD)	$770
486DX2-66(Intel)	$820
486DX-66 (AMD)	$765

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*Motherboard w/ 256K +CPU
*8MB RAM
*540MB IDE Hard Drive
*SPIDER 32 VLB w/ 1MB
*IDE VLB
*1.44 Teac FD
*101 Enhanced Keyboards
*14" SVGA Non-Int Monitor
*Mini Tower Case
*Double Speed CD-Rom
*Creative Labs SB 16 Vibra
*Speakers
*Microsoft Encarta 95
*Microsoft Money
*Microsoft Works

486DX4-120 (AMD)	$1140
486DX4-100 (Intel)	$1180
486DX4-100 (AMD)	$1125
486DX2-80 (AMD)	$1085
486DX2-66 (Intel)	$1135
486DX2-66 (AMD)	$1080

MULTIMEDIA OF THE MONTH

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*CPU Cooler
*EIDE PCI w/1p,2s w/16550 UART
*8 MB RAM
*SPIDER 64 Lynx PCI 1MB
*1.44 Teac FD
*101 Keyboard
*15" SVGA N-I Mntr.(1280 X 1024)
*540 MB IDE Hard Drive
*Mini Tower Case w/230W
*MS Compatible Serial Mouse
*4xi CD-ROM
*SB 16 Vibra
*Speakers
*MS Encarta 95, Money,Works

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❖ZOLTRIX	
Fax Modem (14400 F, 14400 M) Int / Ext	48/83
Fax Modem 14.4 voice/28,800 V.34	60/120
❖US ROBOTICS	
Sportster Fax/Modem 14,400 Int/Ext	94/105
Sportster SI Fax/Modem 14,400 Int/Ext	60/89
Sportster v.34 Fax/Modem 28,800 Int/Ext	188/205

SPECIAL VALUE DREAM 486VLB

* 486/256K Genoa Motherboard
  - Exp. 512k - (72 pin sockets)
* 486 CPU
* 8MB - 70ns RAM
* 1.44 Teac FD (3.5")
* Spider 64 VLB w/1MB
  - Upgradeable to 4MB
  - 64 bit Windows Accelerator
  - 16.7 Million Colors
* IDE VLB w/ 1p, 2s, 1g
* 14" SVGA (1024 x 768, .28dp)
  - non-interlaced, energy saver
* 420 MB Hard Drive
* Mini tower Case w/ 230W
* 101 Enhanced Keyboard
* MS Compat. Mouse w/ Pad
* Free CPU Fan

486DX4-120 (AMD)	$970
486DX4-100(Intel)	$1010
486DX4-100(AMD)	$955
486DX2-80 (AMD)	$914
486DX2-66(Intel)	$966
486DX-66 (AMD)	$910

MONITORS

❖NANAO	
F2-15 / F2-17 / F2-17EX	530/850/960
T2-17TS/T2-17/T2-20	1010/1215/1875
❖NEC	
XP15/XE15/XV15	580/570/470
XE17/XP17/XV17	999/1020/746
XE21 / XP 21	1720/2100
❖MAG	
DX15FE/DX17F(1280x1024)/MXP 17F	355/640/835
❖SONY	
GDM20SE/17SF/15SF/CPD1425	1850/825/485/305
❖HITACHI	
CM1711	850
CM-2096 20"	1,180
CM-1587MV	370
ACUVUE GX20/GX21	1460/1769
❖VIEWSONIC	
14 ES/M -V15ES/ 15GS/15GA	269/ 390/ 450/520
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Non-interlaced 15" Monitor 0.28	290
Impression 17" Non-Int. Monitor 0.28	540

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SoundBlaster 16 Vibra OEM/ MCD w/ASP OEM	69/84
SoundBlaster 16 SCSI-II OEM/ SCSI II w/ASP Orig	110/190
SoundBlaster AWE 32	235
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◆MITSUMI 4XI CD ROM IDE	140
◆TEAC 4XI /6XI CD ROM IDE	135/240
◆TOSHIBA CD ROM 5302 4XI IDE	160
◆TOSHIBA CD ROM 5301B/3601B SCSI	208/290
◆PANASONIC 4XI IDE/SCSI CD ROM	145/190
◆NEC 6XI SCSI CD ROM	340
◆ 2xi Multimedia Kit: Double-speed CD-ROM + Soundblaster 16 Vibra 5 Microsoft *Home* software + Speakers	200
◆ 4xi Multimedia Kit: Quadruple-speed CD-ROM + Soundblaster 16 5 Microsoft *Home* software + Speakers	255
◆ SCSI 4xi Multimedia Kit: Toshiba 3601 4xi + Soundblaster 16 SCSI-II Microsoft *Home* software/Dune/MS Mouse Amplified Speakers + Microphone	365

KEYBOARDS

101 Enhanced keyboard	$18
Maxiswitch/Keytronics	26/29
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Omnikey 101/Microsoft Natural	70/85

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* Pentium P5 CPU
* IDE PCI Controller
  - w/1p,2s.1g & 16550 chip
* 8MB - 70ns RAM (72 pin SIMM)
* 1.44 Teac FD (3.5")
* Spider Tarantula Lite w/ 1M
  - 64 Bit Accelerator
  - 16.7 Million Colors
  - Expandable to 2MB
* 14" SVGA (1024 x 768, .28dp)
  - non-interlaced, energy saver
* 540 MB Hard Drive
* Medium tower Case w/ 230W
* 101 Enhanced Keyboard
* MS Compat. Mouse w/ Pad
* Free CPU Fan

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Tarantula VLB/PCI w/ 4MB VRAM	330
Tarantula Lite (S3) PCI w/1MB/2MB DRAM	85/130
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Kelvin 64 VLB/PCI w/1MB/2MB DRAM	100/149
Kelvin Easy VLB/PCI w/ 1MB	85
Fahrenheit PRO VLB/PCI 2M/4M VRAM	250/385
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1.2 GB / 12 ms (EIDE)	245
850mb/ 10 ms (EIDE)	190
540mb/14ms (IDE)	165
❖QUANTUM	
540mb/12ms FB540A	165
540mb/14ms (SCSI)	178
730mb/12ms (SCSI)	200
1.0GB/10 ms(SCSI)	275
2.1 GB/8ms (SCSI-2)	720
❖WESTERN DIGITAL	
850mb/10ms (EIDE)/1.2GB(EIDE)	200/270
540mb/12ms (IDE)	172

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80486DX-33 MHz	$79
80486DX-50 MHz	119
80486DX2-50 MHz	109
80486DX2-66 MHz	119
80486SX-25 MHz	58
80486SX-33 MHz	49

A.M.D. CPU CHIPS

Item	Price
80486DX-33MHz	$142
80486-2-66 MHz 3 Volt	54
80486-2-66 MHz 5 Volt	54
80486-2-80 MHz	59
80486-4-100 MHz	98
80486-4-120 MHz	124

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CX 486DX-40	CALL
CX 486DX-50	CALL
CX 486DX2-80 5 Volt	69
CX 486DX2-66	49
CX 486DX4-100	86

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1x9-80/70/60 9 Chip	39/40/41
1x9-10	34
4x9-70	146
4x9-80	146
4x9-60	152

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1x8-80 2 Chip	38
1x8-70 2 Chip	36
1x8-80/70 8 Chip	35
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72 PIN SIMMS (36 BIT)

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1x36-60	165
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4x36-70/60	529/545
8x36-70 NEW	1068

32 BIT SIMMS ALSO AVAILABLE

DRAMS

DRAMS

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256x1-120	2.00
256x4-60/70/80	4.99
64x4-80/100	3.00
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1MBx1-70	5.99
1MBx1-80/60	5.99
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256x4 Video 28pin TC524256Z-60	8.50
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1x4-80/70 Page 20pin DIPP	36

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Item	Price
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64x4-20	7.50
64x4-15	5.50
8Kx8-20	3.75
8Kx8-15	3
16Kx4-20	2.75
16Kx4-15	3.50
64x1-20	6.75
64x1-15	9.50
128x8-20	25
128x8-25	23

MATH CO's

INTEL/CYRIX/ULSI

Item	Price
287-10	$29
8087-1/2/3	89/69/59
287XL Intel Tube	49
387SL Intel Tube	49
387SX-26/20/33	49
387SX-25 Cyrix	39
387SX-33 ULSI	34
387DX-20 Intel Tube	36
387DX-25 Intel Tube	35
387DX-33 Intel Tube	45
387DX-40 Cyrix/IIT	39
4167-25/33 Weitek	200/375

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Price includes Memory, Board & Installation Instructions

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Item	Price
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4029 (All Model) 4 MB	195

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Item	Price
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7000-1/2/3 MB	125/149/189
Action LaserII-2/3/5 MB	159/205/299

HP LASER

Item	Price
HPII/IID 2/4 MB Board	$135/219
HP 4/4M 4/8MB	185/345
HP IIP,IIP+,III,IIID,IIIP 1/2/3/4	85/135/155/220
IIsi 4/8 MB	179/345
DeskJet 500/500c 550C 256K	85
Design Jet Plotter 4 MB	185

PANASONIC LASER

Item	Price
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KXP4420/4450/4451 1/2/3/4 MB	95/139/185/245
KXP4450 1 MB	119
KXP4455 2 MB	139

OKI LASER

Item	Price
OL400 1/2 MB Board	$109/139
OL800/820 2/4 MB Board	139/229
OL810 2/3/4 MB Board	159/189/229

QMS LASER

Item	Price
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PS 860, 1700 1/4/8 MB	89/133/179
PS 815, 825, 815MR, 2/4/6	168/232/295

SHARP LASER

Item	Price
9500PS 1 MB	$75
JX-9500/9700 1/1.5/2.5/4	110/135/175/245

OTHERS

Item	Price
Apple Laserwriter II/IINT/IINTX 4 MB	$235
Brother HL-4 2/3/4 MB	145/182/235
Brother HL-8E V 1/2 MB	99/139
Compaq Pagemarq 15 & 20 1/4/8	79/139/266
Kyocera F800, F800Am F800T 2/4	95/137
NEC Silentwriter 90/290	109/124
NEC Silentwriter 95 2 MB	109
TI Microlaser 1 MB	98
Packard Bell Video Memory 1 MB	39

NexGen NX586 Motherboard w/CPU

Pentium Class Processor

P100 (PCI) $395
P90 329
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MEMORY BOARDS

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Laptops *continued from page 47...*

Computer of the Month:

Toshiba Protégé 610CT

Since it's a longtime leader in portable computing, I find that a new model by Toshiba is always worth examining. The Protégé line is small and speedy. The computer weighs in at 4.8lbs. including battery and measures approximately 10" x 8" x 2". Despite its weight and size, this is a powerhouse Pentium system running at 90MHz. The computer comes standard with 8MB of fast extended data output memory. You can increase this all the way up to 40MB (an additional $679 up to $2549 depending upon how much memory you want).

The hard drive is 686MB. No other configurations are available, but this is certainly large enough for a portable. An external floppy drive comes with the package. I applaud this design ,as the need for a floppy drive is not great. You must have access to a floppy drive, but you don't need one every day. When on the road, many users can safely leave their floppy drive at home.

Toshiba has incorporated a number of outstanding features into this computer. The keyboard is the usual Toshiba layout, meaning the best on the market. There are provisions to customize the keyboard layout—for instance, there are extra key covers for Control, CapsLock, and Alt keys to change things around to meet your needs. While I like the touch and feel of the keyboard, this computer is near the threshold of too small. The keys are a bit smaller than I like and I don't know how well I would do typing on this unit all day. But this is the price you pay for a small footprint.

Most of the small computers have a port on the back where you can plug in a full-size PS/2 keyboard of your choice, but this unit does not have such a port. On the other hand, there is a port for a Port Replicator ($239) that does have a keyboard port. An AccuPoint pointing device takes the place of a mouse. This eraser-head-like gizmo sits between the G, H, and B keys and moves the pointer. Below the keyboard are two arc-like buttons that serve as mouse buttons. I like this layout a lot and prefer it to the more conventional mouse buttons one often finds with these kinds of pointing devices.

> Despite its weight and size, this is a powerhouse Pentium system running at 90MHz.

The color display measures 9.5" diagonally and is clear, as one expects from active matrix color displays. There is no less expensive display offered for this computer. An external monitor can be attached by using the adapter that fits onto the back of the computer. By utilizing an adapter rather than having a video port, Toshiba has saved a little space. When you get this small, every fraction of an inch counts.

The computer comes with a lithium-ion rechargeable battery pack. This is the newest in portable batteries and will power the system from between two and a half hours up to five hours depending upon how carefully you conserve energy.

Like all of the new computers, Toshiba includes a pair of PCMCIA slots which can be used for a single Type III device or a pair of Type I or II devices. Toshiba installs the software so you don't have to fight with this. Likewise, Toshiba provides full multimedia support with Sound Blaster Pro-compatible 16-bit sound capability. Although there is no CD-ROM drive, you can attach one through any of the available I/O ports. Both a microphone and speaker port come standard with the machine.

Toshiba's documentation is excellent. It has been a long time since I have seen a large User's Guide. While the Guide is filled with detailed information, it is easily accessible for the first-time buyer. Toshiba recommends that the experienced computer user simply skim the documentation and follow up with reading as needed.

A number of different warranty plans are available for fees, but a basic three year warranty is included with the machine. If you want to step up to Windows 95, this machine is a good candidate. It currently comes with Windows for Workgroups. ■

RESOURCES:

Protégé 610CT, $4,649
Toshiba America, Inc.
P.O. Box 19724
Irvine, CA 92713
1-800-334-3445

Back To School With BMUG

MacTips For Students And Their Parents...And Some Win 95 Jokes!

By David Morgenstern

Windows 95. It's the hype glacier sitting at the top of the computer world. The thousands of related stories floating across the pages of newspapers, Web sites, and techno-zines are jabbing icebergs to the hearts of the Mac faithful. But BMUGers are not truly chilled by this blast of cold Redmond air.

The current situation will pass and Win 95 will fade into the background buzz, much like the other ever-present dangers of modern life: smog, ozone, and radiation levels. And none too soon.

Besides, there are many more important things to discuss today: tips on taking the Mac off to college and a new semi-Mac virus. And some Windows 95 jokes, to boot!

The School Of Hardware Knocks

After climbing through a long year of academic hoops, the last question a family wants to deal with is: Which Mac shall we buy? It's not fair. The kid is packed off to school, their room is rented out and the loan payment-schedule is calculated down to the fourth decimal place. But along comes another fingernail-biting major economic decision.

This year there are more choices than ever before. What a dilemma! Families not only have to decide between desktop or notebook flavors of machine, but the company that manufactures our Mac OS computer. The clones ain't bozos in the Mac scene.

Apple offers new entry-level desktop Power Macs with a PCI (Peripheral Component Interconnect) bus as well as low-cost Performa bundles. Some of the Performas sport PowerPC processors, while others use the older 68040 chips. Of course, there are different models of PowerBook notebooks with a wide range of prices.

The new Macintosh desktop clones from Power Computing Corp. are available by mail order, as well as from the Computer City superstore chain. Choices upon choices galore.

Compared to the Macs available just a couple of years ago, any of these machines offer an incredible mix of performance and price. No matter the model that piques your interest, take a look-see at the bundles offered at both the college store and the outside computer stores. There are sometimes special promotions on either side of the ivory tower that can save some dough.

It's also a good idea to add some extra random-access memory (RAM) that brings the total to at least 12MB. Twelve megabytes is enough to run System 7.5 and several programs at once—required for full use of the World Wide Web's graphics.

Working through these issues with my daughter, a high school senior, has given me an unfortunate up-close-and-personal new perspective on the CPU question. In visits to a half dozen university campuses this summer, I received a hardware-headed on-the-spot education of late-twentieth-century student computing.

Here's the dilemma. While PowerBooks have the advantage of being able to walk into the library or classroom, they are also easily and frequently stolen.

Students need to have constant vigilance about their notebook computers, even in places that have the appearance of safety, such as the library. I worked in an academic library for more than a decade and had the sad chance to console naive students after the loss of their computer, purse, or Walkman.

Some kids have trouble paying attention to mundane details. If your student has a history of losing personal items easily, a missing PowerBook certainly ups the ante from the loss of a book, jacket, or purse. Maybe not a bicycle, however.

But desktop models are not necessarily a better alternative. In the tour this summer of campus dorms, I discovered that most campus housing is usually deserted during spring and fall breaks. Local thieves are well aware of this situation and see it as an opportunity for early Christmas gift selection. So a system that can be easily carried to secure storage, such as an all-in-one 52xx model or a PowerBook, may help this situation.

It's a toss-up. But the computer is a necessity for today's university education—or even for high school. Buy any Mac OS model and your student will be happy.

Keeping A Good Mac Down

The Talmud says: The person who does not rely on fortune postpones misfortune. Here are a few more computer security suggestions for students heading to school, or those in the process of highering their education:

- There are several security kits for desktop models that include a lock, galvanized steel cable, and a few steel tabs that lock into slots on the back of the CPU, monitor, and keyboard. The cable is fed through holes in the tabs, and then through holes in the desk, or other heavy object. There are special versions for the different flavors of PowerBooks, too.

Sometimes the thefts are ones of opportunity, especially those involving smaller peripherals, such as external hard drives and printers. Take a look at the

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Color StyleWriter 2200 inkjet printer, which is a sibling of the desktop Color StyleWriter 2400. It's small enough to carry around or even better, stick in a desk drawer.

Straps and block fasteners from Q-Safety Inc. of Pasadena, California, can also discourage the opportunistic rip-off of computer equipment. The items use industrial-strength Velcro (don't laugh, it's very solid stuff! It's used to hold panels in car doors and is very hard to pull apart); if you're going to school in California or Japan it can also hold things down in an earthquake. They have a wide range of products for electronic equipment, bookcases, drawers, and even glassware. You can order a catalog by fax at (818)932-1287.

- A campus guide mentioned with pride that his roommate's term paper had once been lost due to a power brown out. Given the semi-reliable state of campus power grids, it might be good to purchase a surge protector. It won't help you if the power goes out completely, however, so students (and everyone else for that matter) should save their work often!

It's also a good idea to buy a surge protector with lots of power plugs and phone-line protection if the school is in a part of the country that suffers from lightning strikes. BMUG has always recommended the Panamax brand, which has a good reputation and offers a replacement warranty for systems attached to the unit.

- Most new Macs come with modems, a good thing since students can usually get an email account through the campus. They can reduce their phone bills to high-school friends scattered around the country and those late-night calls to Mom and Dad for some extra cash.

Parents should also get their own accounts (and a Mac to go along with it) to better communicate with the kids. You will have a much easier time getting through to them and you won't have to deal with leaving messages with roommates, or worse, the latest boy-/girlfriend.

None of the universities that we visited had dorm rooms wired with connections to campus networks. They all rely on students in dorms or off campus to log in via modem to servers. This is yet another issue for the security conscious.

Just as students need to follow the rules for safe sexual practices, they also need to pay attention to computer security for network accounts. Students should be warned to never leave the passwords to email and campus accounts by their computers.

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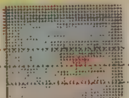

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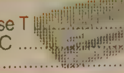

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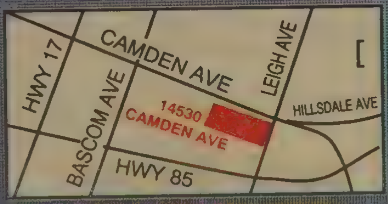

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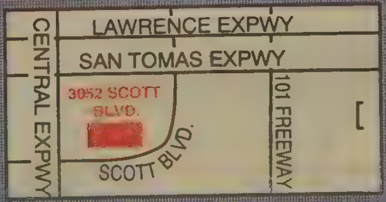

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In addition, it's best to have several passwords, one for each account, and to change them frequently. The passwords should be memorized; if they are written down, students should not look them up in front of others. And they should also never give the passwords to friends, even the best ones that they trust absolutely. Never. Ever.

Just Say "Ahhhhh ..."

The arrival of the first cross-platform virus this fall seemed to catch the computer world by surprise; so much so that no one could decide on its name. The virus attacked users of Microsoft's Word 6 word processor, which is also a part of the company's Office suite.

Some people called it Word Macro virus, Word Concept or the Prank Macro, while others named it WinWord.Concept or WW6Macro. This situation parallels the fractious world on the Intel-standard side of the industry.

Scripting viruses are not exactly new. I remember reading about a macro virus in a 1-2-3 spreadsheet seven or eight years ago, and there have been several HyperCard-based viruses. But this is the first virus that can infect users of a program that has Mac and Windows versions.

> **HERE'S THE DILEMMA.**
> **WHILE POWERBOOKS HAVE THE ADVANTAGE OF BEING ABLE TO WALK INTO THE LIBRARY OR CLASSROOM, THEY ARE ALSO EASILY AND FREQUENTLY STOLEN.**

The Word Macro virus was first discovered in Microsoft Word for Windows, but since Word 6 has common file formats, the virus can also infect Mac files.

Users open an infected file, which launches a Word Basic macro that infects Word's global template file. This means that all of your files will be infected as they are opened. If you have ever been shown a dialog box with the number "1", your copy of Word is likely infected.

Fortunately, the virus does not destroy data. It simply alters the program's Save As command, and forces users to save infected documents as templates.

Microsoft has created a tool that can scan files for the virus and posted it on most online services. You can order the Mac scanning tool by calling (206)635-7200 or download it from Microsoft's Web site at *http://www.microsoft.com/msoffice*.

That 95 Thing

How have Mac users weathered the typhoon of publicity surrounding the introduction of Windows 95? Some better than others. The con-

continued on page 158

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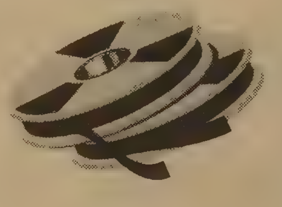

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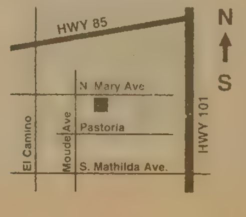

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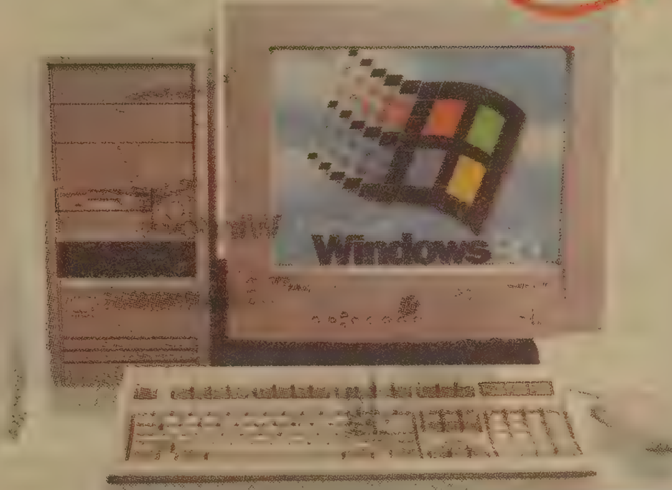

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PC MAGAZINE

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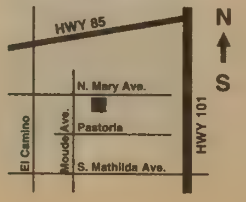

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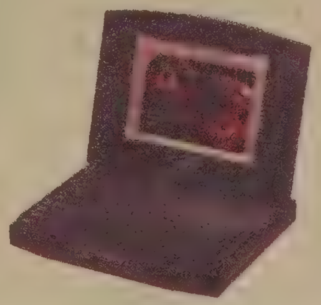

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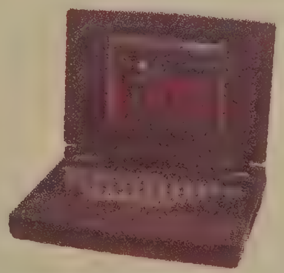

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stant "start 'em up" refrain that rang in my ears, day and night, was worse than the dreaded jungle drums, which beat in movie serials for generations gone by. The commercial made me grind my teeth so often I made a special trip to the dentist for an enamel integrity checkup.

Start it up. Bah, Humbug!

Here are a few random bits of Windows 95 reaction that floated around Planet BMUG, our bulletin board system:

- Apple insiders reported over the Internet that Microsoft's Windows 95 launch in Hong Kong was an all-singing, all-dancing party in Times Square. Reportedly, the *coup de grace* of the event was the appearance of twelve male and female dancers in leotards prancing around the square.

Their job was to leap around while carrying large pieces of a monster jigsaw puzzle, which they would gradually attach to a large board. The concept was that the dancers would put the puzzle together—and it would spell: Windows 95. Witnesses said Microsoft did not count on "Hong Kong's notorious ability to get the English language a little askew."

As the jigsaw formed, onlookers noticed that the party was in fact celebrating the global launch of the "Mindows 95" operating system. "Despite frantic gesticulations from the gathered Microsoft spods, the dancers remained blissfully unaware of the mistake and carried on with their gyrations."

- Question: How many Windows users does it take to change a lightbulb? Answer: One, but they'll swear up and down that it was *just* as easy for him as it would be for a Macintosh user.

THE WORD MACRO VIRUS IS THE FIRST THAT CAN INFECT USERS OF A PROGRAM THAT HAS MAC AND WINDOWS VERSIONS.

- Question: How many Microsoft employees does it take to change a lightbulb? Answer: Eight. One to work the bulb and seven to make sure Microsoft gets $2 for every lightbulb changed anywhere in the world.
- Question: How many operating systems are required to screw in a lightbulb? Answer: Just one. Microsoft is making a special version of Windows for it.
- Apple puts out a limited-edition T-shirt at the drop of a hat, usually for the team working on a new project. The release of Win 95 prompted the creation of a shirt that says "Been there. Done that." It lists many Windows 95 features that have been standard equipment on Macs since 1989.

Longtime Mac users lit up the switchboards and walked into the Cupertino store to request one of these counter-Win 95 rags. Someone finally got the lightbulb—they could make a buck from these shirts.

You can fax an order for the shirt to the Apple Company Store at (408)974-9773 and include your name, address, phone number as well as a Visa, MasterCard, or American Express card number and expiration date. You should include the quantity and sizes of shirts; each costs $11 plus $5 per order for shipping and handling. ■

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What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG, and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684 ext. 8.

The BMUG Office, 2055 Center Street (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic hand-holding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM ™Too*, and the *BMUG PD-ROM.*

Planet BMUG and BMUG Boston are graphical user interface FirstClass bulletin board systems, offering the latest in shareware, as well as news, private email, rumors, etc. With our 18-line capability, you can have access to BMUG almost 24 hours a day. It's easy to use, fun, and a great resource.

BMUG can be found on most online services, including e•World. BMUG can also be reached through the Internet network at *UG0001@applelink.apple.com* .

To get some further information about BMUG please write to: BMUG, 1442A Walnut Street, #62, Berkeley, CA 94709. If you prefer to phone our business office, call (510)549-BMUG, or fax (510)849-9026.

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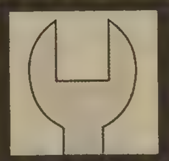

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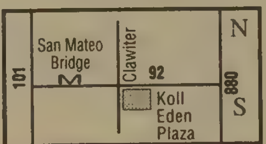

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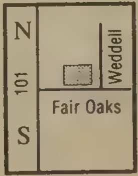

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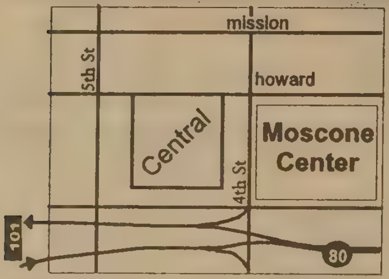

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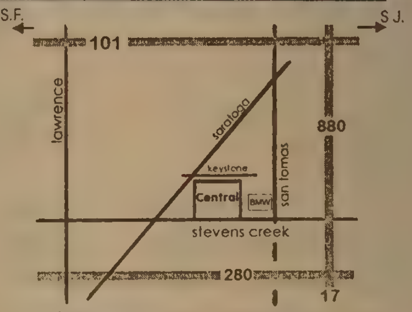

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Gravis Max 32 Voice w. Doom II	***(175)**
Media Vision : Jazz 16 SCSI Sound Card	***(59)**
Tvator Pro PCMCIA VGA to NTSC Scan Converter	139
Tvator Remote Pro VGA to NTSC Scan Converter	289
Wav Jammer 16 bit Stereo PCMCIA	275

Rewritable CD Drives :

Kodak PCD-Writer 225 Ext	1895
JVC CD Writer (w. Adaptec, cable, software) - 2X Int / 2X Ext / 4X Ext	1875/2050/4165
Philip CDD-522 2X Int (w. software)	2145
Pinacle RCD-1000 PC Ext	***(1695)**
Ricoh 2X Int (w. software)	1575
Yamaha CDR-100 4X Int / Ext	2450/2575

Speakers :

Active 75 (80W) / Active SP-690	49/35
Altec ACS52 / ACS53	99/129
Altec ACS150 / ACS300.1	105/215
EP-68 (70W)/ EP-88 (80W)/ EP-8803 (100W).	35/42/45
EP-120 (120W) / EP-280 (40W)	59/29
Labtec CS150 / PC-60 Multimedia (2W)	*(14.95)/7.50
Mini Speakers (4W)	***(4.99)**
Yamaha YSTM-10 (10W)	***(59.95)**
- YST: 25W / 31W / 45W	155/185/215

2. CASE

Baby AT w. 200W / Baby Tower w. 200W.	59/59
Mid Tower w. 230W Power	75
Mid Tower w. Side Door Open, 230W Power.	79
Mid Tower w. 250W Power : Black / White.	139/129
Full Tower w. 250W Power	119
Full Tower w. 300W Power : Black / White	199/189
Slim w. 230W Power (2 drive bay)	75

HDD External Casing :

2 half ht or 1 full ht for PC, 60W, w/o cable	89
3 half ht or 1 full ht & 1 half ht, 60W, w/o cable	105
4 half ht or 2 full ht, 200W, w. cable	129
7 half ht or 3 full ht & 1 half ht, 250W, w. cable	239

ANTEC

CD Rom or 5.25" External Casing	65
3.5" HD External Casing.	59
KS-011+RPP3002: 19 Bay Server (9 front,10 int. bay) 300W,Hot-Swap + Redundant P/S, 2 Cooling Fan	599
KS-011+RPT600: 19 Bay File Server (9 front,10 int. bay) 300W Redundant Vertical AT P/S, 2 Cooling Fan	479
KS-022+RPP3002 : 8 Bay Tower Case 12 Slots, 300W Hot-Swap + Redundant P/S	399
KS-022+RPT600 : 8 Bay File Server 12 Slots, 300W Hot-Swap + Redundant P/S	279

3. CONTROLLER

ADAPTEC

1515 16 bit Controller w. Kit	85
1522A Fast SCSI Board, 3Mb/s / w. Kit	85/145
1542CP SCSI Board, 10Mb/s / w. Kit.	175/239
2742AT SCSI EISA w. Kit	365
2842AK SCSI VLB w. Kit	239
2940 SCSI PCI w. Kit oem / reg	239/279
2940W Wide-SCSI PCI Kit w. wide int cable.	299
APA1460 Slim PCMCIA SCSI	195
ASW-EZ SCSI 3.1 for Dos & Windows	69
T348K Parallel to SCSI Adapter	119
T358K EPP Parallel to SCSI Adapter	155

BUSLOGIC

KT410A IDE Cache VLB	119
KT445C SCSI VLB w. Kit	199
KT542B SCSI-2 w. Kit	209
KT757C Fast SCSI-2 & Wide-SCSI EISA w. Kit	379
KT910A IDE Cache PCI w. Kit.	169
KT946C SCSI PCI w. Kit (supports 8GB HD)	219

COREL

Corel SCSI Software v2.0	85

DTC

2278VL IDE w. I/O VLB, 32 bit	35

FUTURE DOMAIN (SCSI)

TMC-1660 for AT (HD only)	119
TMC-1660 SVP (SCSI Value Pack)	127
TMC-1680 for AT (4FD & HD) / SVP	129/139
TMC-3260 PCI / SVP	129/165

KOUWELL

KW-554N 2IDE/ 2FD	19
KW557A IDE/ 1.44/ 2S(FiFo)/ ECP/ 1G	29
KW558A VLB IDE/ 2.88/ 2S(FiFo)/ 1P1G/ ECP/ EPP.	42
KW560C VLB EIDE/ FDC/ 2S 1P 1G	35
KW560D VLB EIDE/ 2.88/ 2S(FiFo)/ 1P/ ECP/ EPP	49
KW602B EIDE PCI	32

NEW MEDIA

PCMCIA Bustoaster SCSI	215
PCMCIA Bustoaster SCSI-2	219

PROMISE (drive cache)

DC-4030VL IDE VLB, cache up to 16MB	99
DC-5030 IDE PCI	129
EIDE 2300 Plus IDE/ 4HD/ 2S 1P/ 16550	59
EIDE MAX IDE ISA only	35

QLOGIC

Fast SCSI 16 bit (all SCSI CD Rom)	55
Fast SCSI EISA w. Kit / Fast SCSI VLB Kit	199/189
Fast SCSI PCMCIA	199
Fast SCSI PCI Kit / Wide-SCSI PCI Kit.	249/299

SIIG (5 yr. warranty)

SC-JE0012 EIDE 4HD 16 bit ISA	39
SC-JE4012 EIDE 4HD/ 2FD 16 bit ISA	59
SC-VKA4ZZ EIDE 4HD/ 2FD/ 2 Fast Serial/ high speed ECP/P / 1 Game VLB	89

VITEX

IDE w. 2FD/ 2S 1P/ 16550 chips	39
IDE w. 4FD/ 4S 2P 1G/ 2S16550/ VLB	89
Enhanced IDE/ 4HD/ 2FD/ 2S 1P 1G/ VLB	35
Enhanced IDE/ 4HD/ 2S 1P/ VLB/ 16550	49

WONDER SYSTEM

IDE w. 4FD/ 2.88/ Drivers Tape/ 1.0 Mbps	35
VL3208 EIDE w. 4HD/ 2FD/ 16550/ VLB	55

OTHERS

ACCULOGIC IDE PCI Controller	39
ASUS SC200 SCSI-2 PCI (w. NCR chips)	85
IDE w. I/O (2S 1P) / IDE w. I/O VLB	19.50/29
IDE w. I/O (2S 1P) PCI	45

4. CPU & MATH CO

CPU :

AMD

386 DX-40	59
486-DX2-66 / DX2-80	135/109
486-DX4-100	119

INTEL

386 DX-33 / DX-40	39/39
486 DX-33.	109
486 DX2-50 / DX2-66	135/135
486 DX4-100	175
586-60Mhz / 66MHz Pentium	199/219
586-75MHz / 586-90MHz Pentium	219/319
586-100MHz / 586-120MHz Pentium	419/609
586-133MHz Pentium	769

Math Co Processor :

ULSI

83D87 - 40	35

OTHERS

Cooling Fan for 486 CPU	6.95
Cooling Fan for 586 Pentium CPU	9.95

5. DIGITIZER

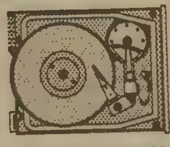
SUMMASKETCH

III 12 x 12, 4 or 16 button	*(249)269
III 12 x 18, 4 or 16 button	495
- 2 button stylus for III	39

WACOM

Art Pad II 4x5, w. Erasing Ultra Pen for PC / MAC	145/149
Art Pad II (WD2-0405S) w. Fractal Dabbler	169
Art Z II 6x8, w. Erasing Ultra Pen for PC / MAC	315/319
Art Z II 12x12, w. Erasing Ultra Pen for PC / MAC	455/459
UD-520 4-button Cursor	109
UP-201 Pressure Stylus	49.95
UP-701E Erasing Ultra Pen	69.95

6. DRIVE



FLOPPY DRIVES :

TEAC

1.2MB 5.25"	45
1.44MB 3.5" / w. frame / Black	35/39/45
Dual - 1.2MB & 1.44MB	85

HARD DRIVES :

CONNER

CFS-850A 850MB 15ms 64k IDE 1" ht	195
CFP-1060S 1.08GB 10ms 256k SCSI-2	329
CFS-1275A 1.2GB 12ms 64k IDE 1" ht	279
CFP-2105S 2.1GB 8.5ms 256k Fast-SCSI-2	699

FUJITSU (2 yr. warranty)

M2684SAU 540MB 12ms 256k SCSI 1" ht	205
M1606SAU 1GB 9ms 512k SCSI	***(365)**

HP

3724S 1.2GB 9.5ms SCSI-2	329
3725S 2.14GB 8.9ms SCSI-2	759

KINGSTON

PCMCIA 260MB IDE	545

MAXTOR

MXT-7540AV 540MB 14ms 32k IDE	165
MXT-7850A 850MB 12ms 32k IDE	195
MXT-71260A 1.2GB 12ms 256k IDE	269

MICROPOLIS

MC-4221 2.1GB 9ms 512k 1/2 ht	895
MC-1936 3.0GB 11ms 256k SCSI full ht	895
MC-1936AV 3.0GB Audio Visual	1145
MC-3243 4GB 8.5ms 512k 3.5" ht	1399

NEW MEDIA

PCMCIA 105MB IDE / PCMCIA 170MB IDE.	419/449
PCMCIA 260MB IDE	589

QUANTUM

LT-540S 540MB 11ms 128k SCSI-2	***(189)**
FB-1080A 1GB 12ms 128k IDE	259
FB-1080S 1GB 12ms 128k SCSI-3	349
TR-840A 840MB 14ms 128k IDE	199
TR-840S 840MB 14ms 128k SCSI	269
Atlas XP-32150 2GB 8ms 1MB SCSI-2	***(815)**
Grandprix XP-34301 4GB SCSI	1075

SAMSUNG

PLS-30854A 850MB 11ms 256k IDE	209
PLS-31274A 1.27GB 11ms 256k IDE	275

SEAGATE (5 yr. warranty for 1GB+)

ST-3660A 540MB 14ms 128k IDE 1"ht.	***(165)**
ST-31220A 1.08GB 12ms 256k IDE	265
ST-31230N 1.05GB 9ms 512k SCSI-2	409
ST-31230W 1.05GB Wide-SCSI	549
ST-32430N 2.14GB 9ms 512k Fast SCSI	769
ST-31430W 2.14GB 9ms 512k Wide-SCSI	919
ST-32550N 2.14GB 8ms 512k SCSI-2	925
ST-32550W 2.14GB Fast-wide SCSI	1115
ST-15230N 4.3GB 9ms 512k SCSI	1099
ST-410800N 9.0GB 11.5ms 1M SCSI	2745

TOSHIBA

PCMCIA 262MB IDE	485

WESTERN DIGITAL (3 yr. warranty)

WD-6350 635MB 11ms 128k IDE	179
WD-2850 850MB 10ms 128k IDE	215
WD-31200 1.2GB 11ms 128k IDE	***(299)**
WD-31600 1.6GB 10ms 128k IDE	459

REMOVABLE DRIVES :

SYQUEST (MITAC)

105MB 3.5" w. cart., IDE host adapter	279
105MB 3.5" w. cart., printer port for PC, Ext.	369
105MB 3.5" w. cart., SCSI for Mac, Ext.	389
200MB 3.5" w. cart., SCSI Ext	479
270MB 3.5" w. cartridge, IDE / w. Kit, Int	269/435
270MB 3.5" Bare Drive, SCSI, Int oem	349
270MB 3.5" w. cartridge, SCSI, Ext.	479
270MB 3.5" w. cart., printer port for PC, Ext.	479
105MB Cartridge / 270MB Cartridge	55/65
Syquest 270MB 3.5" w. cart., IDE w. Kit, Int	465
Syquest 270MB 3.5" w. cart., SCSI Ext	539

OTHERS

Impression CardDrive (2 slot PCMCIA)	185
Mounting Frame for 3.5" Hard / Floppy Drive	5/5
Removable Case for 3.5" HD IDE / SCSI.	29/32

7. KEYBOARD

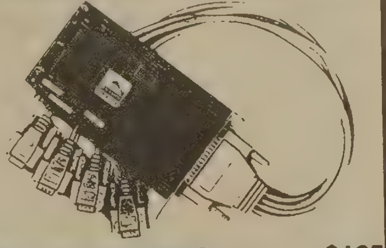
KOUWELL

KW524H 2S/1P/1G	22
KW524J 2S/2P	24
KW524L 2S(FiFo)/ 1P/ 1G	37
KW508-1 Single Parallel Port	12

QUICKPATH

HIGH SPEED COMMUNICATION CARDS for Remote LAN Access

FLEXPORT 42 .... $99
- 4 16550 Serial Ports
- 2 Bi-Directional Parallel Ports
- Extended IRQ selection (3,4,5,7,9,10,11,12,14,15)
- 8 Selectable Address
- Extra Parallel Port Address Setting
- Windows, OS/2, Unix, Novell compatible



PORT-FOLIO 550E $125
- 13 Ports
- 4 16550 Serial Ports
- 4 Floppy Ports
- 2 Bi-Directional Parallel Ports
- 2 IDE Ports, 1 Game Port
- Extended IRQ Selection (3,4,5,7,9,10,11,12,14,15)
- Windows, OS/2, Unix, Novell compatible

Most Suitable for BBS Internet Users

SIIG (5 yr. warranty)

(2S 1P) w. 16550 chips	45

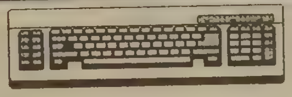
STB 4-COM

4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15)	109

VITEX

AT I/O (2S 2P) w. 16550 chips	39

8. KEYBOARD



FOCUS

FK2001 101 Click	42
FK9000 129 Key Programmable	53

MICROSOFT

Natural Keyboard	***(79.95)**

NORTHGATE OMNI (5 yr. warranty)

101NI / 102	*(65)/*(65)
Ultra T / Ultra F.	*(79)/89

SIIG (5 yr. warranty)

Minitouch 81-key Click	45
Supertouch 101 Click	53
Wavetouch 101 Soft	39
Wintouch (for Win'95)	39
W104 (for Win'95)	29

OTHERS

Ancer 101 Key (black)	42
BTC 5100 Key Mini (80-key)	35
Keytronic 101	*(29)35
Maxi 101 / Maxi 124	35/53

*(price) .... SPECIALS / on SALE   (oem) .... $, bunddled with hardware only

Mitsumi 101	29
Spill-resistant 101 Key	19.50
Unikey Natural Ergonomic Keyboard	42

9. MEMORY

DRAM

256k x 4 - 70ns	5.50

SIMM

1 x 9 - 60ns / 70ns / 80ns (1MB)	41/40/39
4 x 9 - 60ns / 70ns (4MB)	165/159
16 x 9 - 70ns (16MB)	609
256k x 9 - 70ns	12
1 x 36 - 60ns / 70ns (4MB , 72 pin)	159/155
2 x 36 - 60ns / 70ns (8MB , 72 pin)	325/319
4 x 36 - 60ns / 70ns (16MB, 72 pin)	595/589
8 x 36 - 60ns (32MB, 72 pin)	1199

SIPP

1MB x 9 - 70ns (3 chips)	42

OTHERS

Memory for Computer, Laptop, Notebook, & Laser Printer upgrades	call

10. MODEM & FAX

SALE

BOCA

14.4 Fax Int / Ext	***(75/95)**
14.4 Online Express Int / Ext	***(65/79)**
14.4 Pocket Fax	169
14.4 Voice Fax Modem Int / Ext	***(99/109)**
14.4 VSP Sound Express Fax Modem	***(155)**
28.8 Fax Modem v.34 Int / Ext	***(155/199)**

GARNET (5 yr warranty)

28.8 v.34 Fax Int	135

GVC (Maxtech)

14.4 Fax Int / Ext	*(49)/89
14.4 Fax Modem Voice Int	69
PCMCIA 9624 Fax	99
28.8 Fax Internal	149

HAYES

Accura 144 + Fax Int / Ext	***(87/105)**
Accura 28.8/14.4 v.34 Fax Modem Ext	209
ESP Communication : Single / Dual port	85/125
Optima 288 v.34 Fax Int / Ext	369/419
Optima 288 v.34 PCMCIA w. EZ jack	299

MEGAHERTZ

PCMCIA XJ1144 Fax (MNP5)	***(165)**
PCMCIA XJ2144 Fax (MNP10)	***(199)**
PCMCIA XJ2288 Fax	***(299)**

MICROCOM

Deskporte 28.8S V.34 Fax Ext	189
Deskporte EP 28.8 V.34 Ext	229

PRACTICAL PERIPHERALS

PM144FX144 Int / Mini Tower Ext	***(79/99)**
28.8 v.34 Fax, 230K DTE Int / Ext	269/285
28.8 v 34 Ext (PC288LCD)	359
28.8 v.34 Int (PM288) / Mini Tower	***(179/195)**

PURE DATA

Satisfaxion 400 144/144 Fax Int	299
Satisfaxion 400e 144/96 Fax Ext	335

SHIVA

Net modem/E Ethernet BNC/TP	1475

US ROBOTICS

Courier v.34 28.8/14 4 Fax Int / Ext	395/425
Sportster 144/144 Fax MNP5 Int / Ext	99/115
Sportster 144/144 for Mac Ext	149
Sportster v.34 28.8/14.4 Fax Int / Ext	189/199
Sportster v 34 28 8/14 4 Fax for MAC	259
Sportster PCMCIA Fax 288	*(289)335
Sportster Si 144 Fax Int	***(55)**
Sportster Vi 144 Fax w. Voice Mail Int / Ext.	115/129
Sportster Vi 288 Fax w Personal Voice Mail Int	215

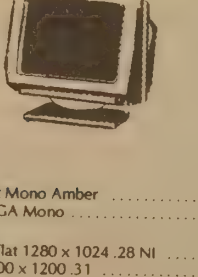
ZOOM (7 yr. warranty)

144/144 Fax Modem & Voice Int / Ext	***(105/159)**
28.8 V 34 14.4 Fax Int / Ext	156/199

ZY-XEL

U1496E 16 8 Voice 14.4 Fax, LED Ext	299

11. MONITOR



EYE Q

SM1411 14" Flat Mono Amber	85
SM1418 14" SVGA Mono	105

HITACHI

CM1587M 15" Flat 1280 x 1024 .28 NI	369
CM2096 20" 1600 x 1200 .31	1265

IIYAMA (Idek)

MF-8115 15" 1280 x 1024 .28	415
MF-8617E 17" 1600 x 1200, 69Hz, .26 NI	749
MF-8621 21" 1600 x 1200 .26	2235
MT-9121 21" 1600 x 1200 .30	1895

KFC

CT1428A 14" 1024 x 768 .28 NI	249
CA1507 15" Flat 1280 x 1024 .28 NI LED	375
CA1508 15" Flat 1280 x 1024 .28 NI LCD	389
CA1718 17" Flat 1280 x 1024 .26	745

MAG (auto switch power)

DX15FE 15" 1280 x 1024 .28 NI (no LED)	375
DX17F 17" 1280 x 1024 .26 NI (no LED)	689
MXP17F 17" Flat 1600 x 1280 .26 NI	***(849)**

NANAO

F2.15 15" Flat 1024 x 768 .28 NI	545
F2.17 17" 1280 x 1024 .28 NI	875
F2.17EX 17" 1600 x 1200 .26 NI	995
T2.17 17" 1280 x 1024 .25 NI	1285
T2.17TS 17" 1280 x 1024 .25, Diamondtron	1029
T2.20 20" 1600 x 1280 .30 NI, Trinitron	1955
F2.21 21" 1600 x 1280 .28	1879

NEC

XV14 14" 1024 x 768 .28	335
XE15 15" 1024 x 768 .28	579
XV15 15" 1024 x 768 .28	465
XE17 17" 1024 x 768 .28 NI	985
XP17 17" 1280 x 1024 .28 NI	1069
XV17 17" 1024 x 768 .28 NI	***(749)**
6FGp 21" 1280 x 1024 NI (re-furbished)	1599
XE21 21" 1280 x 1024 .28 NI	1799
XP21 21" 1600 x 1200 .28 NI	2159

NOKIA

449E 15" 1280 x 1024 .28 NI	*(425)499
447L 17" 1024 x 768 .28 NI	689
447X-258 17" 1600 x 1280 .25 NI	975
445X 21" 1600 x 1280 .26	1945
445X 21" 1600 x 1280 .26 TCO	2055

OPTIQUEST

1000S 14" 1024 x 768 .28 NI	***(249)**
1500D 14" 1280 x 1024 .28 NI	349
2000DC 15" 1280 x 1024 .27 NI	399
4000TC 17" 1280 x 1024 .25 Trinitron NI	799

PANASONIC

C1791E 17" 1280 x 1024 .28 NI	*(689)749

PROTON

GM1449A 14" 1280 x 1024 .28 NI, built-in speaker & earphone	265
GM1563M 15" Flat 1280 x 1024 .28 NI, Digital, built-in speakers	355
GM1764M 17" Flat 1280 x 1024 .28 NI, Digital, built-in speakers	679

SAMSUNG (SyncMaster)

15GLi 15" 1280 x 1024 .28 NI, at 60Hz	429
17GLi 17" 1280 x 1024 .28 NI, at 60Hz	739
17GLSi 17" 1600 x 1200 .26 NI, at 68Hz	869
20GLS 20" 1600 x 1200 .28 NI, at 66Hz	1319

SHAMROCK

SRC-1405 14" 1024 x 768 .28 NI, Digital	249
SRC-1502 15" 1280 x 1024 .28 NI, Digital	335
SRC-1703L 17" 1280 x 1024 .28 NI, Digital	599
SRC-1702L 17" 1600 x 1280 .26 NI, BNC	699

SONY

1425 14" 1024 x 768 .25	***(299)**
15SF 15" 1280 x 1024 .25 NI	489
17SF 17" 1280 x 1024 .25	***(859)**
20SE 20" 1280 x 1024 .30 NI	1885

TATUNG

20" Analog 1280 x 1024 .31	755
TVS 9" 1024 c 768 VGA Mono	125

VIEWSONIC

14ES 14" 1024 x 768 .28 NI	289
15ES 15" 1024 x 768 .28 NI, MacII	365
15G 15" Flat 1280 x 1024 .28 NI	429
15GA 15" 1280 x 1024 .28 NI, built-in speakers	509
17GA 17" 1280 x 1024 .27 NI, plug & play	829
17GS 17" 1280 x 1024 .27 NI	759
17PS 17" 1600 x 1280 .25 NI, plug & play, TCO	879
20G 20" 1600 x 1280 .28 NI	1295
20PS 20" 1600 x 1280 .28 NI, MacII	1429
21PS 21" 1600 x 1280 .26 NI, MacII	1649

12. MOTHERBOARD

AIR (w/o cpu)

486MI : 486-DX2-66 256k, 3VLB, built-in AT I/O	159
486EI : 486-DX2-66 / DX4-100 256k, EISA, 3VLB	299

ASUS (w/o cpu)

486-DX2-66 256k PCI, built-in IDE+SCSI I/O	269
P55TP4XE 586-133 256k PCI, w. Burst SRAM	355
586-90 / 100 256k PCI EISA, dual processor	599

IBM (Opal)

486SLC-66 VLB 64k w. CPU & Math Proc	165

INTEL (w/o cpu)

586-90 / 100 256k ZP PCI, Trition, built-in IDE I/O	269
Endeavor 586-90/ 133MHz PCI, Triton, built-in IDE I/O w. Pipeline Burst SRAM & Vibra Sound	429

LYNX (USA made, w/o cpu)

486-33 / DX2-66 256k VLB Green PC, 30-pin	135
486-DX2-66 / DX4-100 256k 3VLB	145
486-DX4-100 256k PCI VLB, 72-pin	159

M-TECH

486-DX2-66 256k VESA, 30-pin & 72-pin	135
486-DX4-100 256k PCI, 30-pin & 72-pin	159

MICRONICS (w/o cpu)

BCP 386-33 64k, 4MB max	79
486-33 / DX2-66 256k VLB	169
JX3WB 486-DX2-66 256k VLB w. write-back cache	239
486-33 / DX2-66 256k EISA-3 / w. VLB	285/299
M54PI 586-90 w. IDE I/O (Neptune)	325
M54Hi 586-100 256k, Triton, w. Burst SRAM	415
M54HI 586-133MHz 256k	339

SUPER (w/o cpu)

P54CT 586-90 / 133 256k PCI VLB	239
P54Ci 586-90 / 133 256k PCI, built-in IDE	239
P55CMA 586-180MHz 256k PCI, Triton, built-in IDE I/O	269
P55CMS 586-90 / 180 PCI w. Burst SRAM 256k	335
- w. Burst SRAM 512k	459

TIGER V

586-90MHz 256k PCI	209

13. MOUSE & JOYSTICK

AGILER

AGM-800E Serial 400 dpi	12.50
ATB-610 Serial Trackball	21.50
Master Plus 400	16.50

ANCER (black)

3-button	19

KENSINGTON

Expert Bus 4.0	115
Expert Serial & Trackball 4.0	95
Thinking Mouse (serial & PS/2)	79

LOGITECH

Cordless II	85
First Serial	31
Fotoman Plus Camera for PC & PS/2	549
Mouseman Bus / PG15 Bus oem	64/45
Mouseman Serial	45
Serial Combo PC & PS/2 oem / reg.	32/45
Trackman II / Trackman Live Cordless	75/125
Wingman Standard / Extreme	29.95/47

MICROSOFT

Bus 2.0 400dpi w. Bus Card oem / reg	65/79
Home Serial 1.0	39.95
PS/2 2.0 (round connector) oem / reg	35/59
Serial 2.0 400dpi oem : gray	29

MOUSE SYSTEMS

Altes Mouse	9.95
Cobra (joystick)	9.95
Mouse! Serial w. Pad	19
Omni Mouse (new version)	26
PC Mouse III (3-button optical)	49.50
PC Trackball II	39.95
ProAgio (5-button serial)	45
Serial Bus Card (9IRQs)	29

JOYSTICK :

THRUSTMASTER

ACM Gamecard	29.95
F-16 FLCS	135
Flight Control System MK II	69
- w. US Navy Fighters	89
Flight Control System Pro	119
Formula T1 / w. Indy Car	125/139
Rudder Control	118
Weapon Control MKII	109
UPROM	29.95
XL Action	35

OTHERS

Color Mickey Mouse Pad	5.99
Star Trek Mouse Pad / Star Wars Pad	7.99/7.99
Walt Disney Mouse Pad	4.99
Winnie the Pooh Mouse Pad	5.49

14. NETWORK

3COM

3C250 FMS 100BaseTX Fast 12 Port HUB	*(1595)
3C509B Etherlink III Coax oem / reg	*(79/109)
- 5 Pack oem / reg	*(389/466)
3C509B Etherlink III TPO oem /reg	*(69/105)
- 5 Pack oem / reg	*(335/415)
3C509B Etherlink III TP+AUI oem / reg.	*(78/108)
- 5 Pack oem / reg	*(385/449)
3C509B Etherlink III Combo oem / reg.	*(94/119)
- 5 Pack oem / reg	465/525
3C579 Etherlink III EISA Coax / TP	218/219
3C589 PCMCIA TP / Combo	*(155/194)
3C590 PCI TPO oem / reg	*(109)/135
- 5-Pack oem / reg	515/565
3C590 PCI Combo	*(165)
3C595-TX PCI 10/100 TP oem / reg	175/225
3C597-TX EISA 10/100 TP	239
3C16170 Link Builder (12TP)	335
3C16180 Link Builder (9TP + BNC)	185

ADDTRON

HUB: UTP8/L (8TP +BNC + AUI)	*(125)
HUB: UTP16/L (16TP + BNC + AUI)	249
Pocket Adapter BNC	*(99)
Transceivers: AUI-BNC / AUI-TP	*(33/33)

ALLIED TELESIS (CentreCOM)

Transceivers: MX10 (AUI - BNC)	*(31)
Transceivers: 210T (AUI - TP)	*(31)

ARTISOFT (Lantastic)

Corstream Server 5-user (8340)	*(499)
- upgrade to dedicated server	59
HUB: 8 Port (8TP + BNC)	189
HUB: 12 Port (12TP + BNC)	225
Lantastic Z (2 stations)	89
Lantastic 6.0 Starter Kit Coax 2-user	235
Lantastic 6.0 Add On NR-SI 2000C	115
Lantastic 6.0 Add On NR-SI 2000T	*(119)
Lantastic 6.0 for single / 5 / 10-user	79/329/599
- upgrade for single / 5 / 10-user	39/99/149
Lantastic for OS/2	99
Lantastic for TCP/IP single / 5-user	199/785
Lantastic PowerSuite :	
- 1 / 5 / 10 / 25-user	149/599/1075/2295
- conversion for 1 / 5 / 10-user	89/345/595
NR-SI 2000C Coax / 5 pk / 10 pk	*(74/338/617)
NR-SI 2000T TP / 5 pk / 10 pk	*(75/339/619)
NR-SI 2000A Combo	*(89)

ASANTE (for Mac & PC)

10T HUB 8 Port (8TP + 1BNC)	*(145)
10T HUB 12 Port (12TP + 1BNC + 1AUI)	*(295)
Fast Ethernet 100BaseTX 12 Port HUB	1475
FriendlyNet with BNC / TP Adapter	59/55

ASCEND

ISDN Pipeline 50 Single	735

BOCA

LAN Card : ISA TP / ISA Combo	55/65
LAN Card : VLB TP	69
PCI 32 bit Ethernet Combo	*(79)

CASTELLE

JetPress MIO TP (network printer server)	389
JetPress XIO Coax + TP	429
LANPress (print server connects up to 4 printers)	
- Ethernet Thick/Thin Coax (1P 3S)	475
- Ethernet 10BaseT (1P 3S)	475
- Ethernet BNC & 10BaseT (2S 2P)	435

CHEYENNE

Arcserve for WinNT (NT-ASIO)	*(495)

CNet (Advanced Network)

2000E+ Coax / 2000E+ TP	*(35/34)
2000E+ Jumperless Combo	*(39)
3270 Emulation for PC / for PS/2	175/195
4020ERP 2 Port Repeater Coax	*(179)
5250 Emulation for PC / for PS/2	199/235
8000TPC HUB: 12 Port Stackable	299
8800TPC HUB: (8TP + BNC)	*(99)
8816TPC HUB: (16TP + BNC)	*(225)
8900TPC 12 Port SMNP Slave HUB	465
8910TPC 12 Port SMNP Master HUB	775
Personal Netware 2-user Coax / TP	109/*(99)
Personal Netware single-user Combo	*(59)

COGENT

EM100 PCI Fast-TX, 32 bit bus mastering	219
EM400 PCI Quartet Fast (4UTP)	995
EM525 Ethernet 16 Combo	*(69)
EM595TP Ethernet PCMCIA UTP	189
EM932 EISA 32 bit Coax / TP	224/225
EM960 32 PCI Full Duplex TP / Combo	*(119/129)
EM964TP 32 PCI 4-Port Full Duplex TP	469

DANPEX

ArcNet & Token Ring products	call
5 Port Mini HUB (6TP)	89
1616i SNMP Intelligent 16port Hub	635
1616M SNMP Manageable 16port Hub	395
6200P2 PCMCIA BNC+TP	115
7000P3 32bit VLB Combo	*(75)
9400P3 32bit PCI Combo	*(79)
ER-400 4-port Repeater Coax	299
ET-510 UTP to AUI Translator	107
ET-590 UTP to BNC Translator	109
FE-1000TX ISA 100BaseTX 10/100	*(145)
FE-1400TX PCI 100BaseTX 10/100	*(149)
PrintMate PM-NW (for Netware)	269
PrintMate PM-TCP (for SUN, UNIX)	279

HP (Hewlett Packard)

Advanced Stack 10BaseT 8 Port	*(245)
Advanced Stack 12 Port HUB	599
- with SMNP	895
Advanced Stack 24 Port HUB	999
- with SMNP	1329
Jet Direct J2550A TP	315
Jet Direct J2552A Combo	375
Jet DirectEX J2382B for HP5P	349

IBM

Ether 16 Coax / TP / Combo	69/69/79
ISDN Wave Runner ISA	495

INTEL

EtherExpress 32 Flash EISA Combo	219
EtherExpress PRO/100 PILA 8465 PCI TP	*(195)
EtherExpress PRO/100 for EISA	249
EtherExpress Pro 8/16 bit cards :	
- PCLA 8200 BNC + AUI + TP	125
- PCLA 8200 5 pack	*(525)
- PCLA 8210 BNC + TP oem / reg	*(79/104)
- PCLA 8210 5 pack	*(449)
- PCLA 8220 TP oem / reg	*(74/99)
- PCLA 8220 5 pack	*(439)
- PCLA 8205 Flash BNC+AUI+TP	135
- PCLA 8205 5 pack	*(539)
- PCLA 8215 Flash BNC + TP / 5 pk	125/499
- PCLA 8225 Flash TP / 5 pk	119/469
LAN Project 1.5 (virus protection)	685

*(price) .... SPECIALS / on SALE

(oem) .... $, bunddled with hardware only

LAN Sight Support 4.0	345
LAN Spool s/w 386 NLM v3.5A	425
MCLA 8120 MCA TP	175
Netport II Thin & Thick	395
Netport II 10BT	399
Netport Express XL	465
NetSatisfaxtion 3.01 for Novell 25-user	755

LANPRO

2000RC16 bit BNC / 2000JT 16 bit TP	*(35/34)
2000RAL 16 bit Combo	*(39)
EP3020A Pocket Combo	109
HUB : 8 Port (8TP + BNC)	*(105)
HUB : 16 Port (17TP + BNC + AUI)	*(225)
Personal Netware Coax Starter Kit	139

MEGAHERTZ

EM1144T PCMCIA Ethernet TP & 14.4 Modem	355
XJ10BT PCMCIA Ethernet TP	*(149)
XJ10BC PCMCIA Ethernet Combo	*(175)

MICRODYNE

NE2000+ Coax / 5 pack	*(79/349)
NE2000+ TP / 5 pack	*(75/329)
NE2000+ Combo / 5 pack	*(85/399)
NE3200 EISA Coax / TP	445/445
NE3210 EISA 32 bit Combo	185
NE5500 32 bit PCI	*(119)
Synchronous .35 WAN Adapter / .35+	450/869

MOTOROLA

BitSerfer ISDN Modem	289

NATIONAL SEMICONDUCTOR

InfoMover NE2000+ Coax / 5 pack	*(49/339)
InfoMover NE2000+ TP / 5 pack	*(65/299)
InfoMover NE2000+ Combo / 5 pack	89/*(399)
InfoMover NE4100 PCMCIA Coax / TP	*(168/169)

NETWORTH

100 Base TX 8 Port HUB	1375

NOVELL

Dos 7 (w. Personal Netware) oem / reg.	45/55
Lan Workplace 5.0 single / 10-user.	295/1295
Netware 3.12 (3.5" FD or CD)	
- 5 / 10 / 25-user oem	*(495/999/1495)
- 5 / 10 / 25-user reg	*(595/1365/2065)
Netware 4.1 (CD only)	
- 5 / 10 / 25-user oem	*(525/1035/1545)
- 5 / 10 / 25-user reg	*(625/1395/2095)
- 50 / 100-user oem	1795/2595
- 50 / 100 / 250-user reg	3195/4395/7495
Netware Connect 2 Ports / 8 / 32	415/1445/3895
Netware NFS v1.2C	3150
NFS Client for Lan Workplace	205
Personal Netware oem / reg	39/75
Unixware Personal Edition v2.01 - CD version	319
Unixware SDK v2.0 - CD version	105

PALINDROME

Network Archivist NLM 3.1A	*(595)

SMC

8013 Plus Elite 16 Combo / 6 pack	135/775
Elite Ultra 16 Coax / 6-Pack	105/449
Elite Ultra 16 TP / 6-Pack	106/439
Elite Ultra 16 Combo / 6-Pack	115/499
Elite Ultra 32 EISA Combo	215
Ether EZ Coax / TP	*(109/99)
Ether EZ Combo oem / reg	*(79)/115
Etherpower PCI : TP / Combo	*(139/155)
Etherpower PCI 10/100	*(199)
Netware Boot ROM for Ethernet v1.3	29.50
Tiger HUB: 100TX 16 Port	2895
Tiger HUB: 3212TC (12TP + BNC + AUI)	369
Tiger Switch XE 24 Port	6895

XIRCOM

ISDN Basic Rate Adapter	*(359)
PCMCIA CE2-10BT TP	*(149)
PCMCIA CE2-10BC Combo	*(199)
PE3-10B2 Pocket Adapter Coax	*(255)
PE3-10BT Pocket Adapter TP	*(259)
PE3-10BC Pocket Adapter Combo	*(279)
PS-CEM28-BT 28.8 Modem + Ethernet TP	425
PS-CEM28-BC 28.8 Modem + Ethernet Combo	495

CABLES & ACCESSORIES ....call

15. NOTEBOOK

SAMSUNG

SP758C Pentium 75MHz, 8MB RAM, 10.4", DSTN, 520MB HDD, Type II & III PCMCIA	2635
SP788T Pentium 75MHz, 8MB RAM, TFT, 10.4" 810MB HDD, Type II & III PCMCIA	3135
SP918T Pentium 90MHz, 8MB RAM, 10.4", TFT, 1.3GB HDD, Type II & III PCMCIA	3475

OTHERS

7600 Pentium 586-90Mhzm 16k, 8MB RAM, 340MB HDD, 1.44MB FD :	
- w. Active Color 75Mhz / 90Mhz	2665/2745
- w. Dual Scan Color 75Mhz / 90Mhz	2175/2275
- w. VLB Docking Station	425
9200 9.5/10.4" Viewable Screen size, 4MB (expandable to 36), VLB w. 1MB video ram, removable HD, built-in speaker & microphone :	
- 486-DX2-66, 340MB (DSTN)	1695
- 486-DX2-66, 340MB (TFT)	2155
- 486-DX4-100, 340MB (DSTN)	1725
- 486-DX4-100, 340MB (TFT)	2255

16. POWER SUPPLY

AMERICAN POWER CONVERSION

BK-280 Back-UPS (200W)	108
BK-400 Back-UPS (300W)	159
BK-450 Back-UPS (325W)	199
BK-600 Back-UPS (425W)	269
BK-900 Back-UPS (650W)	375
BP-280 Back-UPS Pro	155
BP-420 Back-UPS Pro	225
BP-650 Back-UPS Pro w. Power Chute	295
SU-450 Smart-UPS (486, 586 WS)	289
SU-700 Smart-UPS (486, 586 FS)	359
SU-1000 Smart-UPS (486, 586, FS & WS)	515
SU-1400 Smart-UPS (multiple FS & WS)	639
SU-2200 Smart-UPS	1150
SUVS-420 Smart Value Server	249
SUVS-650 Smart Value Server	315
SUVS-1000 Smart Value Server	435
PowerChute Plus :	
- for Novell	65
- for OS/2, Lan Server, 3 Com	75
- for Unix / Xenix	99
- for Windows NT	69

PC POWER COOLING

CPUcool for 486 or 586-90/100	19.95
Silencer Slim 205	99
Standard 230	
- for Desktop / Full Tower	85/85
Silencer 270	
- for Slim (baby or mid tower)	135
- for Full Tower	159
Turbo Cool 300	
- for Slim (baby or mid tower)	139
- for Desktop / Full Tower	169/165
Turbo Cool 400	
- for Slim / Full Tower	***(199/199)**
Turbo Cool 450 for Full Tower (3.3 volt)	325
Twinpower 900 (redundant)	925

TRIPP LITE

Isobar / Isotel	call

17. PRINTER / PLOTTER

BROTHER

HJ-400 Desktop Ink Jet for PC or Mac	*(249)
HL-630 Laser 6ppm	399
HL-645	459
HL655M for PC & MAC, 2MB RAM	599

CANON

BJ-200EX Bubble Jet, 360x720dpi	*(215)
BJC-600E Ink Jet, Color, Par. 720dpi	479
BJC-4000 Ink Jet, Color, 360x720dpi	359

CITIZEN

GSX-220 24 pin	179
GSX-230 Fonts & Quiet	219
GSX-240 Scalable Fonts & Quiet	285
GSX-345 24 pin, 132 column	365
Projet II Ink Jet	269

DEC (Digital Equipment)

DecLaser 5100 w. 6MB	1125
DecWriter 500i / color upgrade.	285/46

EPSON

LQ-870	455
Stylus Color Inkjet 720dpi / Stylus II	539/429

HP (w. toner)

Color Laser Jet	5535
Desk Jet 600 / 660C / 850C.	315/419/529
Desk Jet 1200C PC, Mac	979
Desk Jet 1200C Postscript PC, Mac	1595
Desk Jet 1600C PC, Mac	1349
Desk Jet 1600C Postscript PC, Mac	1949
Ink Jet Plotter Color C3190A	2395
Laser Jet 4+ / 4M+	1399/1899
Laser Jet 5P / 5MP	*(895)/1099
Laser Jet 4Si / 4SiMX	2875/3995
Laser Jet 4V / 4MV (B size)	1895/2695
Office Jet (printer-fax-copier) 3-in-1	699
Accessories :	
- Color Kit for 540 / 600	49/59
- Duplex C2061A for 4Si or 4SiMX	495
- Envelope Power Feeder 75 Sheet (HP4)	279
- Legal, Letter or A4 250 Sheet Tray (HP4)	99
- Legal, Letter or A4 500 Sheet Tray (HP4)	109
- Optional 500 Sheet legal Letter A4 (HP4)	279
- Postscript C2013A for 4Si	575
- Toner for II, III	84
- Toner for IIP, IIP+, IIIP	76
- Toner for 4 / 4L or 4P	109/69
- Toner for 4Si / 4V	135/149

LASER MASTER

Winjet 1200 (postscript for HP4)	*(549)
Winjet 1200+ (postscript for HP4+)	*(599)

MICROTEK

TrueLaser MTP-306 35 fonts, 6ppm, 2MB	*(599)

OKIDATA

ML184T 9 pin, Par	239
ML320 9 pin, Epson compatible	335
ML380 24 pin, Epson compatible	245
ML590 24-wire	439
OL400E Laser (get $50 rebate fr. Okidata)	*(375)
OL410E Laser 4ppm, 600ppi	*(499)
OL410E/PS Laser Postscript	*(775)

PACIFIC DATA

ProTracer II Ink Jet (CAD Plotter)	899
ProTracer II-GL2 w. HP-GL2 & 2MB	1259
Accessories :	
- HP-GAL Emulation Card	375
- Ink Cartridges	19.50
- Postscript Emulation Card	375
- Sheet Feeder I / II	135/115

PANASONIC

1150 9 pin, 55dBA	139
2023 24 pin, Quiet	185
2130 Quiet Dot Matrix	(after rebate, 169)199
2135 Quiet Dot, Color	(after rebate, 205)255
3123 24 pin, Quiet, Scalable Fonts	259
3124 24 pin, Scalable Fonts, LCD.	329
3626 24 pin, Quiet Wide-carriage	399
J250 Ink Jet, 300dpi, 128 nozzle printhead	*(259)
4430 Laser 5ppm, 1MB	665
4400 Led Page	*(after rebate, 299)399
4440 Laser 10ppm	995
4455 Postscript 11ppm	1695
5400 Led Postscript 4ppm.	(after rebate, 499)599
KXP-6100 600dpi 6ppm	399
SP-100 Multi-function printer	769
Accessories for 4410, 4420, 4430. 4400 4440, 4450 4450i, 4455, 5400	call

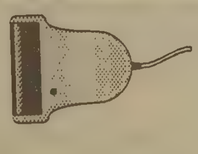
SEIKO

Smart Label Printer Plus / Pro.	145/245
- Standard Label (2 rolls)	7.95

SUMMAJET (Plotter)

1324M Mono A - D Size	1990
1324C Color A - D Size	2250
1336M Mono A - F Size	2465
1336C Color A - F Size	2695
D Size Stand / E Size Stand	325/365

18. SCANNER



DELRINA

WinFax Pro Scanner	*(299)

HP (flatbed)

ScanJet IIIC Color & Gray Scale w. Kit	935
- Auto Document Feeder	475
- Transparency	635
ScanJet IIIP Gray Scale w. Kit	349

INFO

SF3GS Gray Scale 300 dpi w. OCR	*(199)
SF12C Color 24 bit 1200 dpi w. OCR	349
- w. Auto Document Feeder (SF6CD)	539

LOGITECH (hand)

Scanman Easy Touch w. OCR	169
Scanman 256 / w. Omni Page OCR.	135/155
Scanman Color w. Omni Page OCR	*(195)
Scanman Power Page	399

MICROTEK (flatbed color)

Scan Maker II w. Photoshop LE.	395
Scan Maker IIHR 600 dpi w. Photoshop & OCR	795
Scan Maker IIHR 600 dpi w. Picture Publisher	599
Scan Maker IISPX 300 x 600 dpi	875
Scan Maker III	2495

VISIONEER

PaperPort + OCR for Win	355

19. TAPE BACKUP

COLORADO

DJ-35C Jumbo 350 340MB Int	135
DJ-25C Jumbo 700 680MB Int	195
DJ-50C Jumbo 1400 1.3GB Int w. Controller	299
PT-10 PowerTape 1GB SCSI Int	599
PT-25 PowerTape 2GB 300Kb/s Int	965
PTE-25 PowerTape 2GB Ext SCSI	1095
Tracker 350MB (printer port)	279
- upgrade fr 250MB to 350MB	39.95
Tracker 680MB (printer port)	335

CONNER

CNR-4320RT 2GB Int w. 5.25" rail	785
CNR-4350XT 2GB Ext	985
Tape Stor w.cartridge 420MB Int / Ext	135/289
Tape Stor w.cartridge 850MB Int	199
Tape Stor 850MB w. cart. Ext (printer port)	349

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int / Ext	475/649
EXB-4200 4mm Dat 2GB Int / Ext	799/975
EXB-8205XL 8mm Dat 3.5 - 7GB Int / Ext.	1275/1499
EXB-8505XL 8mm Dat 7 - 14GB Int / Ext	1985/2275

HP

35470 4mm Dat. 2-4GB SCSI Int	725
35480 4mm Dat. 4-8GB SCSI Int	835
C1533 4mm Dat 8-16GB SCSI Int	999
T1000 850MB	195
HP Mounting Frame to 5.25"	27

20. VGA CARD

ATI

Graphics Xpression 2MB PCI / VLB	199/199
Graphics Ultra Plus 2 DRAM w. mouse	199
Graphics Pro Turbo 2MB PCI / VLB	325/325
Graphics Pro Turbo 4MB PCI / VLB	459/459
Win Turbo 64 2MB PCI / VLB	275/275

DIAMOND

Stealth 32 2MB PCI	159
Stealth 64 1MB DRAM PCI	129
Stealth 64 2MB DRAM PCI / VLB	185/189
Stealth Video 64 2MB VRAM PCI / VLB	275/279
- 2MB upgrade	165
Stealth Video 64 4MB VRAM PCI / VLB	469/469

MATROX

IMP Plus 1600 x 1200, 2MB PCI	329
IMP Plus 220 2MB PCI	429
Millenium PCI 2MB / 4MB	339/479

MEDIA VISION

ProGraphics 1024 VL 256 Color 1MB	*(159)

NUMBER NINE

FX Motion 330 DRAM 2MB PCI	175
FX Motion 771 VRAM PCI 2MB oem / reg	269/289
FX Motion 771 VRAM PCI 4MB	439
GXe Level 12 VRAM 3MB ISA	299
GXe-64 Pro VRAM 4MB VLB	439
Imagine 128 4MB PCI	815
Imagine 128 1600 4MB PCI	1045

ORCHID

Fahrenheit 64 1MB PCI / VLB	129/129
Kelvin 64 Windows Accel. 1MB PCI / ISA	119/119
Kelvin 64 Windows Accelerator 1MB VLB	119
Kelvin 64 Windows Accel. 2MB PCI / VLB	169/169

SPIDER

Lynx 64 64 bit Accelerator 1MB PCI	85
Tarantula 64 2MB VRAM VLB / PCI	219/219
Tarantula 64 4MB VRAM VLB / PCI	335/335
Tarantula 64 MK II 4MB VRAM VLB / PCI	385/385

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*(price) .... SPECIALS / on SALE (oem) .... $, bunddled with hardware only

SOFTWARE

1. PC SOFTWARE

SALE

ADOBE / ALDUS

Acrobat Exchange	*(139)
Illustrator 4.0 for Win	425
Pagemaker 5.0A for Win	559
Photoshop 3.0 for Win oem	295
Photoshop 3.0 for Win & NT	565
Premier 4.0 for Win - FD/CD	445

AUTODESK

AutoCAD Lite 2.0 - FD+CD	***(399)**
Autosketch 2.0 for Win	135
Generic CADD 6.1	69

BORLAND

C++ 4.5 - CD for Dos, Win, Win32	325
- upgrade - CD	189
dBase V for Win / upgrade	*(296/125)
Delphi competitive upgrade	*(175)
Paradox 5.0 for Win / comp. upgrade	*(295)/119
Power Pak for Dos	99
Sidekick / Sidekick 2 for Win	29/45
Turbo C++ for Dos / 4.5 for Win - CD	92/79
Turbo C++ Visual Edt. for Win	79

COREL

CD Creator for Win	165
Corel Draw 4.0 - CD oem / reg	65/*(249)
Corel Draw 5.0 - FD+CD / CD	*(525/415)
- upgrade fr 3.0 to 5.0 - FD+CD	*(355)
- upgrade fr 3.0 to 5.0 - CD only	299
- upgrade fr 4.0 to 5.0 - FD+CD	*(199)
- upgrade fr 4.0 to 5.0 - CD only	*(165)
Corel Draw 6.0 - CD	449
- upgrade fr 5.0 - 6.0	239
Corel Flow	*(59.95)
Ventura 4.2 - FD+CD	175
Ventura 5.0 - FD+CD / CD only	*(365/299)
- upgrade - CD	85

IBM

OS/2 3.0 Warp - CD / FD	*(59)/76
OS/2 Connet / w. Windows	135/175
OS/2 Warp + Dos & Win - CD / FD	*(95)118
Voice Type Dictation for Win (w. ISA board)	699

INTUIT

Quicken Deluxe - CD 4.0 oem / reg	29/54
Quicken Family Lawyer - CD	*(39)
Quicken Financial Planner '95	38
Quicken 4.0 oem - CD	19
Quicken 4.0 for Win - FD / CD	39.95/36
Quickbook 3.1 for Win (w. Quickpay)	95
QuickBook & QuickPay for Dos	99
QuickBook Prof. for Win	189

LOTUS

1-2-3 5.0 for Win / upgrade	299/99
1-2-3 4.0 for Dos / upgrade	365/99
Ami Pro 3.1 for Win	*(99)
Approach 3.0 for Win / w. 1-2-3 upgrd	99/145
cc:Mail Desktop 2.1 for Win	69
cc:Mail Desktop 10-user License	359
cc:Mail Group Pack for Win w. Organizer	595
cc:Mail Lan System 10 License	*(545)
- Lan System Trade-up 10 License (router)	375
cc:Mail Mobile E-Mail 2.0 for Win	135
- upgrade	75
cc:Mail Router 5.1	*(79)
Freelance Graphic 2.01 for Win	335
- upgrade for Win / for Dos	99/99
Notes Starter Pack 3.0	850
Organizer 1.1	95
Smart Suite 3.0 - FD / CD oem	459/*(149)
- upgrade	*(249)

MICROGRAFX

ABC Flowcharter 4.0	315
Designer Tech. 4.1	455
Picture Publisher 5.0 for Win - CD	*(129)
Windows Draw 3.0	49

MICROSOFT

Access 2.0 for Win / comp. upgrade	299/119
BOB (8 essential programs)	84.95
Creative Writer (age 8-14) - CD	***(32.95)**
Dos 6.22 / upgrade	42/49
Excel for Win '95 upgrade	*(89.95)
Excel 5.0 for Win oem / reg	134/*(285)
- competitive upgrade	119
Fine Artists (age 8-14) - CD	***(32.95)**
Flight Simulator 5.1 - CD	49.95
- Japan / Hawaii / New York / Paris / SF Scenery	28/28/28/25
Fortran 5.1 Compiler	155
Fortran Powerstation / upgrade	339/195
Fortran Powerstation 32 / upgrade to NT	495/275
Fox Pro 2.6 Single Dos or Win	*(95)
Macro Assembler 6.11 (MASM)	155
Mail Server 3.5 for PC	445
Multimedia Viewer - CD	315
Office 4.2 for Win - FD / CD	*(439)/459
- competitive upgrade - FD	275
Office Professional 4.3 - FD	*(535)
- competitive upgrade - FD	*(345)
Office Prof. 4.3 + Bookshelf - CD	559
- upgrade + Bookshelf - CD	365
Office Standard for Windows '95	455
- upgrade - FD / CD	225/225
Office Professional + Bookshelf for Win '95	549
- upgrade - FD / CD	315/315
Power Point 4.0 / upgrade	*(299)/125
Profit for Win	129
Project 4.0 for Win / upgrade	***(399)/139**
Publisher 2.0 for Win	89
Sound System 2.0 for Win - software only	49
Source Save	475
Space Simulator	***(39.95)**
SQL NT Server 6.0 / upgrade	899/479
Test 3.0 for Win / upgrade	569/185
Visual Basic 4.0 for Win'95 - Standard	*(85)
Visual Basic Prof. 4.0 for Win - CD	445
Visual C++ Standard 1.52 - CD	89
Visual C++ 2.0 for Windows NT (subsrcription)	469
- upgrade (get $50 rebate fr MS)	335
Visual C++ 2.0 for Win & NT (on-line doc.)	369
- upgrade (get $50 rebate fr MS)	239
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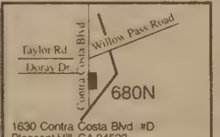

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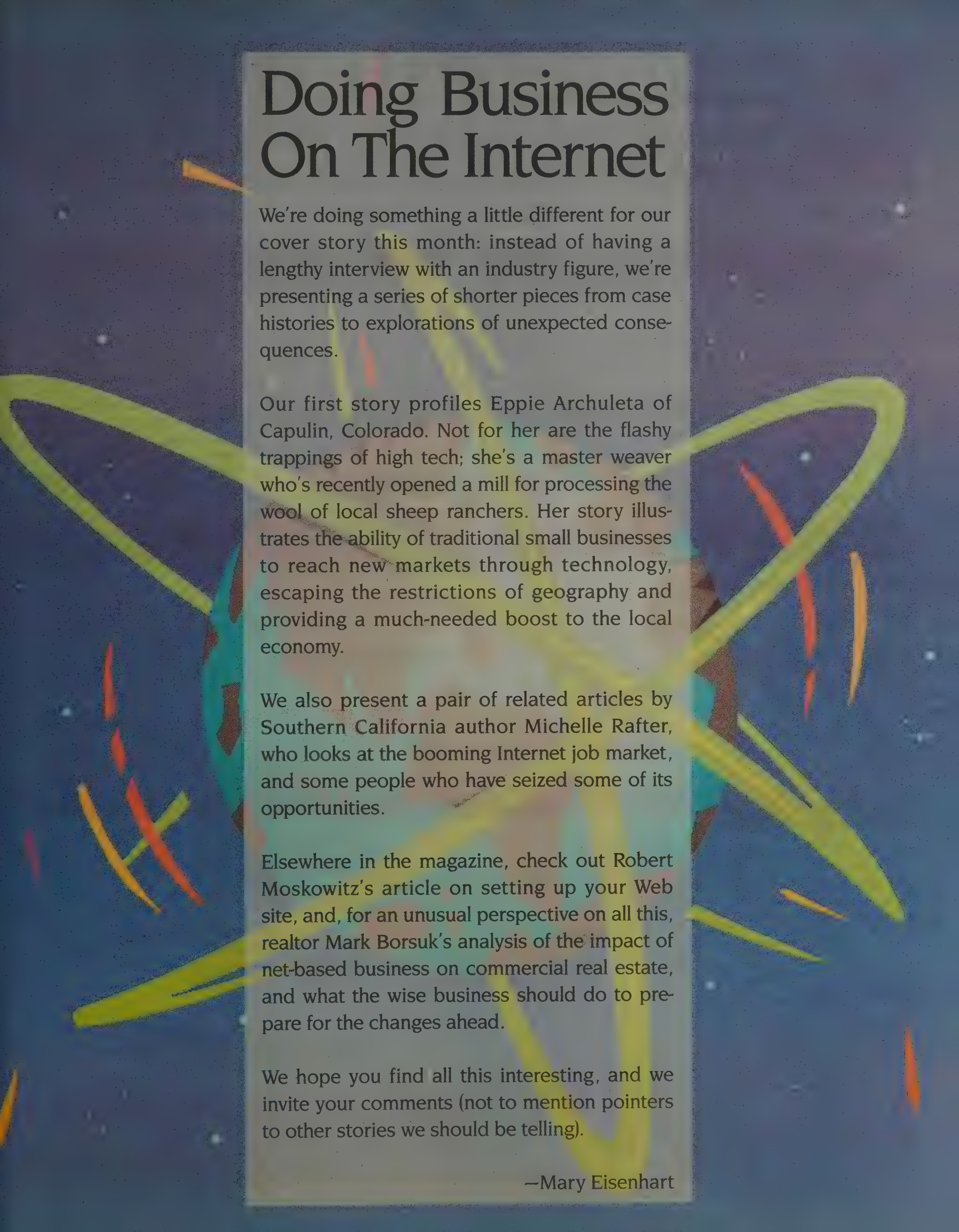

Doing Business On The Internet

We're doing something a little different for our cover story this month: instead of having a lengthy interview with an industry figure, we're presenting a series of shorter pieces from case histories to explorations of unexpected consequences.

Our first story profiles Eppie Archuleta of Capulin, Colorado. Not for her are the flashy trappings of high tech; she's a master weaver who's recently opened a mill for processing the wool of local sheep ranchers. Her story illustrates the ability of traditional small businesses to reach new markets through technology, escaping the restrictions of geography and providing a much-needed boost to the local economy.

We also present a pair of related articles by Southern California author Michelle Rafter, who looks at the booming Internet job market, and some people who have seized some of its opportunities.

Elsewhere in the magazine, check out Robert Moskowitz's article on setting up your Web site, and, for an unusual perspective on all this, realtor Mark Borsuk's analysis of the impact of net-based business on commercial real estate, and what the wise business should do to prepare for the changes ahead.

We hope you find all this interesting, and we invite your comments (not to mention pointers to other stories we should be telling).

—Mary Eisenhart

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By Mary Eisenhart

Eppie Archuleta's Outpost On The Data Highway

At The Convergence Of The Old And The New, The Traditional And The High-Tech, A Master Weaver In Colorado Works Locally, Markets Globally

"That's my mother," says Eppie Archuleta, pointing to a mural-sized photo of an old woman at her loom, displayed on the wall of the little shop that sells her family's work. "She's 92; still weaving."

Eppie, as she is universally known in the neighborhood, is 73 herself, and a master weaver. She's been profiled in *National Geographic*; her work has been displayed in the Smithsonian and commands five-figure prices from collectors worldwide. Both her parents were weavers, and the art has been passed down to her children and grandchildren.

It's hard to imagine a place further removed from the hype and hustle of Silicon Valley than Capulin, a tiny agricultural town in southern Colorado's scenic and tradition-steeped San Luis Valley. Here Eppie Archuleta and her husband raised a large family, working in the fields, tending sheep, and always, weaving. And it's here that old technology and new technology converge to make her longtime dream of helping her neighbors a reality, and to illustrate the ability of a small business to reach global markets while keeping its local roots.

Next to the fallen-down adobe in which Eppie raised her family years ago stands a huge shed. Inside is the Big Iron of the textile world—mighty antique machinery dedicated to turning the local wool into a high-quality yarn prized by weavers and knitters. The raw wool is washed in the traditional way, in giant tubs of water heated with a wood fire. It is dried and combed and picked and carded, then spun by the ancient machines onto big wooden bobbins.

People have been raising sheep in the San Luis Valley since the days of the Spanish conquest, but in recent times local ranchers have had trouble finding markets for their wool. There was no place nearer than the Midwest to send it for processing, so the farmers couldn't get a good price; besides, says Eppie incredulously, waving a skein of dense dark yarn, the big industrial mills only wanted the white wool and not the black! (Well, says grandson Chris, clambering around the machines making adjustments, the black fibers are different, and a batch of black yarn requires changing a lot of settings, which probably isn't appropriate in a mass-production setting.)

It's taken years of hard work and setbacks to get the machinery, which Eppie acquired years ago from a failed operation in New Mexico, up and running, and the present mill benefits from the collaboration of Noel Dunne and a cadre of hardworking volunteers from the ecumenical Christian Community Services office in nearby Alamosa. CCS is working on a number of pilot projects to enable local people to set up businesses drawing on the unique culture of El Valle, of which the woolen mill is one of the first.

If you happen to be driving through Capulin of a Wednesday or Thursday afternoon, Eppie herself will take you on a tour of the mill for $2 apiece, and you too can stare in wonder at the machinery of a bygone era. And if you happen to be driving through on another day, you can still stop at the shop and buy yarn or weavings, savoring the lanolin-thick air.

But there are a lot more knitters and weavers out there than will ever drive through Capulin, so Eppie's Mill is on the Internet. Through the Web and email, you can buy yarn. You can sign up for weaving classes with Eppie or her daughters at the school. You can place custom orders, and the yarn will be spun to your specifications.

It's an inherently personalized, small-scale business and likely to remain so—for one thing, Eppie hopes to be able to use local wool exclusively because of its quality. But since its potential customer base is far more dependent on affinity than geography, it's a natural candidate for net-based marketing. And, if the Tofflers are right and we're in for an era of technology-driven demassification, the beneficiaries will be a host of people who want to keep their small-town traditions while making them accessible to a larger world, and reaping the economic rewards of their roots. ■

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continued on page 180

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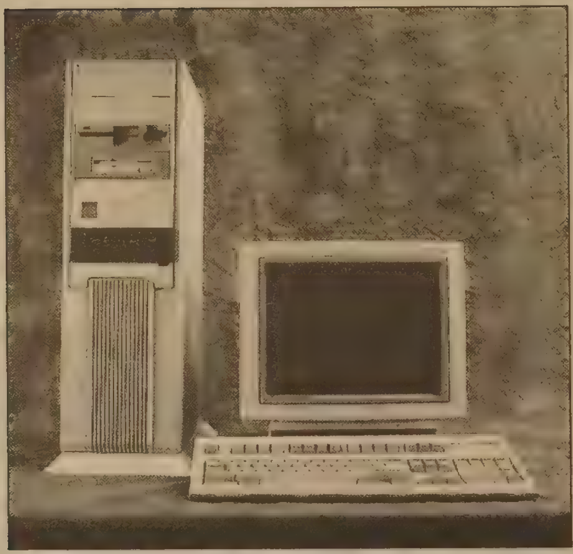

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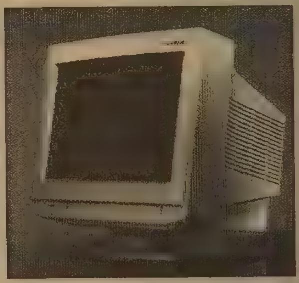

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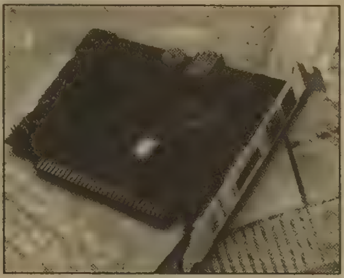

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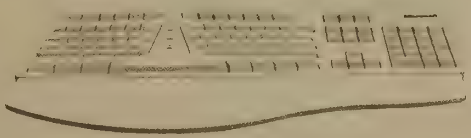

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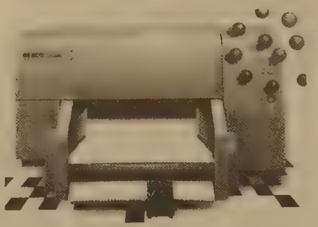

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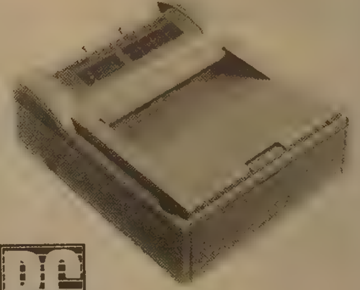

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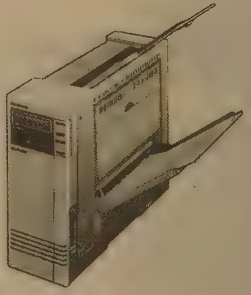

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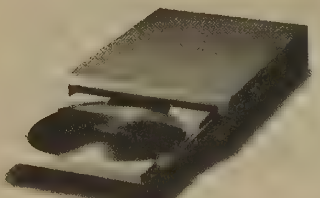

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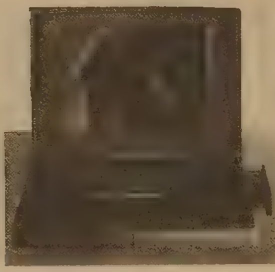

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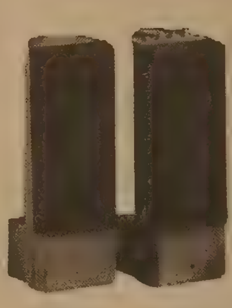

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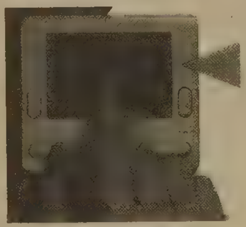

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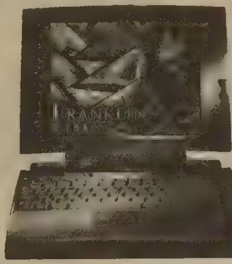

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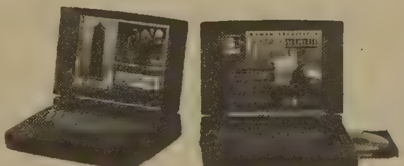

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continued from page 171

By Michelle V. Rafter

Help Wanted: The Internet Job Market

Companies Are Inundated With Job Seekers, But Finding Qualified Candidates Is Tough…

The next time you fire up your modem for a casual cruise on the Net, think of all the people behind the scenes who make the trip possible.

There's the access provider, whose technical staff maintains the hardware and software you use and answers questions when you run into trouble. Then there are the software publishers whose browser, email, FTP, and gopher programs get you where you want to go, grab the files you need and let you communicate with friends and coworkers. Don't forget about the designers, editors, and programmers who create the way-cool Web sites you add to your bookmarks and hot lists.

With more people jumping online, this Internet workforce is booming, in California and around the country.

Internet access providers, Web design shops, corporate computer departments, advertising agencies, and others are adding staff at warp speed. Graphic artists. HTML editors. Webmasters. Technicians. Customer service reps. Salespeople and administrators.

People are eager to work in the high-tech industry's equivalent of glamour jobs, for pay that ranges from less than $10 an hour for technical support work to $50 or $100 an hour for programmers doing highly sophisticated HTML coding.

"This is my first adult job," says Alex Buccino, twenty-two, who put off completing a masters degree to become a freelance HTML editor because he likes working on the edge.

Mileage Varies, Opportunities Abound

How big is the Internet job market? Still relatively small compared to other computer industry sectors.

But the truth is, no one knows just how small, or how big. The industry has grown so quickly, no one has taken the time to crunch the numbers, not even some of the country's better known high-tech market research firms and online analysts.

"Companies doing Internet access and things like that haven't been around long enough for anyone to track their employee change," says Chris Elwell, vice president and publisher at SIMBA, the Wilton, Connecticut, online research house. "What's more, [researchers] have been busier trying to count how many users there are than growth of Internet jobs."

Recruiters at Earthlink interview at least five people a day for new positions. "We've hired as many as ten people in a week," says Earthlink founder Sky Dayton.

While statistics might be scarce, stories of fast-growing companies aren't. One of the best examples in California is Netcom On-line Communications in San Jose. Netcom, one of the largest Internet access providers in the country, jumped to more than 350 employees from 153 in December 1994.

In Southern California, Earthlink, a Los Angeles access provider, started with a staff of two in July 1994 and now has more than ninety employees in operations, tech support, administration, sales, and marketing. Recruiters interview at least five people a day for new positions. "We've hired as many as ten people in a week," says Earthlink founder Sky Dayton.

Delta Internet Services, an access provider in Anaheim with several thousand customers, grew from scratch to about two dozen employees in less than two years. The company recently added about a half-dozen employees in a new division that designs corporate Web pages after customers begged for the service.

Web design firms and so-called presence providers—companies that create and maintain a corporation's Web site—are popping up overnight, with several dozen now operating in and around Los Angeles alone, according to Nick Rothenberg, cofounder of W3 Design in Culver City.

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that Fortune 1000 and other, smaller companies are creating to erect Internet pipelines to and from employees' desktops, or design and maintain their own Web sites. And don't forget the makers of PCs, modems, and other nuts and bolts hardware that are adding staff because of sales increases due to the online craze.

"When you think about companies like Sun Microsystems and Microsoft devoting time to the Web, you realize there's a big future," says Todd Kinion, vice president and cofounder of Hall Kinion, a Silicon Valley high-tech recruiting firm that helps clients such as Sun find Web workers.

Some skeptics don't believe the market is as hot as advertised. Most companies are still tiny and job opportunities are limited, says Neal Barry, a Deltanet cofounder. "Is the job market good for people looking for this type of work? No," Barry says. "There's not a well-defined market. There are a lot of startups. There aren't a lot of established companies hiring in big numbers."

Rothenberg agrees, saying that entrepreneurs are still struggling and that means they're cautious about whom they hire. "There's this sense that [the Web] is a goldmine. It's not," Rothenberg adds. "Business is still approaching it cautiously. [Companies like ours] have high overhead and equipment costs. That Ferrari you see out in the parking lot isn't mine."

No Shortage Of Lookers

However, that kind of pessimism hasn't stopped eager netheads from looking for work. In fact, Internet company execs say they receive resumes and calls every day from prospects.

"We get dozens of calls a month. It's staggering," Rothenberg says. Finding qualified candidates is another matter. Because the field is so new, companies can't follow common hiring practices, such as recruiting at colleges, advertising in newspapers or raiding competitors.

Instead, Internet companies and headhunters who work for them say they've had to rely on some novel methods of finding recruits. Word of mouth. Asking friends. Advertising on their own Web pages or in Internet newsgroups for high-tech job seekers.

"You look for people who are bright, creative, and have an interest," says Kinion, the high-tech recruiter. "A lot of people are coming to us looking to get in, who have programming or graphic arts [backgrounds] and have studied HTML on their own and taught themselves as much as they can."

Danny Sullivan, cofounder of Maximized Online, an Irvine-based Web presence provider, hired one woman as an account executive who'd originally contacted the company as a customer. The company hired two other employees who started out as interns from University of California, Irvine. One of them, Web designer Steve McKay, paid tuition for UCI's fine arts program by working as a cable TV installer before Maximized Online snapped him up.

"You hear stories about people getting out of college and not being able to find work. He went from being a cable guy to being an integral part of our operation," Sullivan says.

Maximized Online isn't the only company that hires its customers. Earthlink has hired a few customers for its tech support team, a motley crew with a variety of experiences and an average age of twenty-five, according to Dayton, who adds, "If you're a hobbyist and have a good manner you can get a job like that pretty easily."

The Going Wage

Salaries for Web workers are all over the map.

"It's a trickle down from the fact that nobody knows what the value of a Web site is," says Buccino, the HTML editor, who freelances full-time for W3 Design.

Tech support reps can expect to make anywhere from $8 to $15 an hour and up, depending on the region and size of the company, according to headhunters and Internet company executives. Job candidates with experience in UNIX, modems, and other communications gear have the best chances of getting hired somewhere, officials said.

The richer paychecks belong to Web designers, graphics artists, and HTML coders, who can pull down $25 to $100 an hour depending on the complexity of their work and their understanding of HTML, Mac desktop publishing, and other languages and software programs, experts say.

"Right now if you have product experience, you're in pretty high demand," Kinion explains. "That's why the salary ranges are all over the place."

To a person, Internet company officials and industry analysts interviewed for this article said they expect current job growth to continue. As for finding good people, Sullivan, at Maximized Online, sums it up: "If you're a company and you find someone who's doing something interesting, hire them."

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Where To Look Online For Internet Jobs

Here are some Web sites to get your Internet job hunt started:

** E-SPAN (*http://www.espan.com/cgi-bin/ewais/*) runs a searchable employment database with a good share of high-tech and Web jobs.

** CareerWeb (*http://www.cweb.com/*) is a database of jobs, including some Internet opportunities, created by The Virginian-Pilot newspaper and its owner, Landmark Communications. A companion career fitness center provides hints and tips for your job search.

** Jobs for WWW Developers (*http://www.charm.net/~web/jobs.html*) lists job openings and job seekers' resumes.

** The ZD Net Job Database (*http://www.zdnet.com*) on Ziff-Davis Publishing's ZD Net Web site lists more than two thousand technology-related job openings.

** CareerMosaic J.O.B.S. Database (*http://www.careermosaic.com/cm*) lists all Usenet newsgroups devoted to jobs and job searches. The database lets visitors choose the field they're interested in, such as "Internet" or "World Wide Web" and area of the country, then find matches among thousands of newsgroup messages posted daily.

** On America Online, Help Wanted USA (Keyword: Help Wanted) or the *New York Times* Sunday classified ads (Keyword: Times Classifieds) list some Internet-related jobs.

** Cyberspace Jobs (*http://www.best.com/~lianne*) is a list of seventeen Internet job types compiled by Lianne Mueller, including Web designer, interactive actor, and Webmaster. You won't find any help wanted ads here, but you will find an excellent resource that describes what people who have these jobs do, what skills and backgrounds they bring to the job, and salary ranges.

** World Wide Web searches for the subject "jobs" or "employment" using Yahoo (*http://www.yahoo.com*) or WebCrawler (*http://www.webcrawler.com*) bring up hundreds of hits, some of which are companies posting help wanted ads for Internet-related jobs on their home pages.

The Internet Job Market...*continued*

How To Find The Internet Job For You (And Not Die Trying)

1. If you want to work on the Net, you've got to live on the Net. Learn the protocols—email, newsgroups, World Wide Web—as well as HTML code and other standards, and use them regularly. You'll find plenty of how-to info online, as well as in books, training seminars, and community college courses.

2. Approach your Internet access provider about any job openings; some access companies said they've hired hard-core customers as technical staff.

3. Quiz friends working in the field about whether their company is hiring, or if they know of other opportunities. Find out how they got started and see if you can follow in their footsteps.

4. Don't overlook the obvious—your current employer. If you're working in the computer industry, find out if your company is planning any Internet-related products and whether you can join the development team. If your employer is outside the industry, find out if the company is creating a computer network to and from the Internet or designing a Web site, and if you can get involved.

5. Network. Attend meetings of local computer clubs or Internet groups. A couple in Southern California are: The Orange County Multimedia User Group, meets third Tuesday of the month, 6:00 p.m., Orange County Register, 625 N. Grand Ave., Santa Ana 92701, (714)280-0038; and Barnes & Noble Internet User Group, meets third Wednesday of the month at the book store, 1870 Harbor Blvd., Costa Mesa, (714)631-0614.

6. Attend meetings, seminars, and conventions in your area that discuss the Internet, Web, online services, or sub-areas that you want to work in. You'll learn a lot and collect business cards that could lead to something.

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By Michelle V. Rafter

Internet Pioneers

What Do A Documentary Filmmaker, Harvard Professor, Coffeehouse Owner, And Newspaper Reporter Have In Common? They've Junked Their Former Careers To Work On The Internet In Jobs Nobody'd Heard Of A Year Ago

When Nick Rothenberg was a freshman at Harvard, his family dreamed he'd become a doctor or rabbi. Rothenberg saw himself making movies, and after graduation ended up at the University of Southern California's graduate school of anthropology, where he produced an award-winning documentary.

But never in their wildest dreams could Rothenberg or his family have predicted his latest career move: designing fancy graphics and remote-control video for this crazy little thing called the World Wide Web.

Rothenberg's parents still aren't sure exactly what he does. "My mom calls it 'that Internet thing,'" says Rothenberg, a cofounder of W3 Design in Culver City.

Ask around at Internet companies throughout Southern California and you hear the same story—people dumping established careers, moving across country, sometimes foregoing big paychecks—for jobs that didn't exist a year ago with companies that are considered established if they've been in business twelve months.

The job titles sound as new wave as the work they describe: Web designer. Webmeister. HTML editor. Interactive content developer. Browser software programmer. Web search engine researcher. Internet access provider technical support rep.

While company officials and industry analysts agree the market for Internet jobs is booming (see related story on page 180), no one has stopped long enough to figure out exactly how many people are flocking to work in these new professions.

But flock they do. What's the draw?

Money, at least for some. Top-flight designers and programmers who know HTML coding, Mac desktop publishing, UNIX, or artificial intelligence languages can make $50 an hour or more. Entrepreneurs who've started Internet-related businesses struggle on more meager paychecks, confident that as the Internet grows they'll make it big.

For others, it's less about money and more about working on the bleeding edge of a field that's moving at warp speed. It's having a job that nobody's had before. It's about being cool. Yeah, definitely about being cool.

Here are the stories of four Internet pioneers working in jobs that never existed before they invented them:

From Movies To Multimedia

Nick Rothenberg, 30, was already making movies when he gave it up for a career as a Web designer.

Rothenberg got his first taste of the Web at USC's Center for Visual Anthropology, where as a graduate student, he put together a Web page to accompany *Bui Doi: Life Like Dust*, a 1993 documentary about the life of a Vietnamese gang that he wrote and produced with another student. *Bui Doi* the movie went on to win the Grand Prize in the USA Film Festival in 1995, but Rothenberg was taken with the notion of presenting information in the new medium of the Web.

"I started thinking about crafting your own cybercommunity around a Web site," he says.

Not long after, Rothenberg got involved in the Mercury Project, a USC-run experiment that let regular folks participate in a mock archaeological dig, entering commands via the Web to instruct a robot arm to sift through sand at the "site" and uncover hidden treasure. The experiment was a hit, generating 60% of the university's Web traffic between fall 1994 and early 1995.

The project's success gave Rothenberg and several colleagues an idea. "We thought, if we could bury some commercial product in the sand, like a Coke can, this could be remarkable and we could all make a living at it," he said.

In fall 1994, Rothenberg, Michael Mascha—an Austrian-born anthropologist and one of Rothenberg's instructors at USC—and a third partner who's since dropped out, started W3 Design in Mascha's downtown Los Angeles apartment. W3 Design (http://www.w3-design.com/) quickly picked up several big-name clients willing to pay $10,000 and more for W3 Design to construct a corporate Web site, plus monthly maintenance fees. Among those clients are Paramount, which used W3 Design on a Web marketing campaign for the film *Virtuosity*; the TeamOne division of advertising giant Saatchi & Saatchi, KCRW radio station, and Fender Guitar.

By June, W3 Design had moved to offices in Culver City's trendy multimedia district and grown to seven employees, including HTML editors who earn $8 to $50 an hour. The same month the partners began paying themselves modest salaries, plowing most of their profits back into office space, equipment, and personnel.

Rothenberg fills his days dealing with clients and prospective clients, managing the staff, and fielding calls from people looking for work. He, like everyone else at W3, saves a few hours a week just to "surf" the Web.

"It's tricky because I'm so busy, but we have a company policy, you have to surf," Rothenberg

continued on page 216

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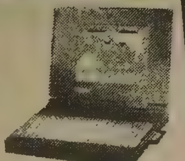

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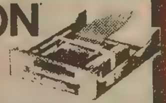

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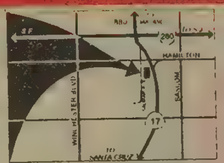

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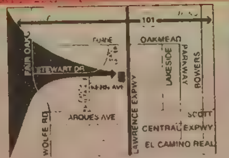

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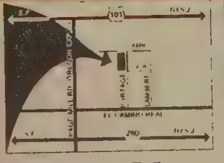

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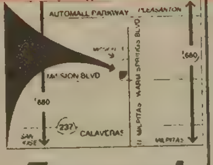

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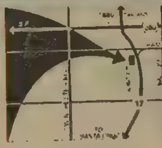

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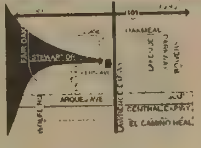

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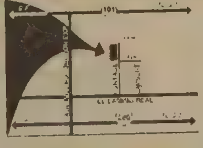

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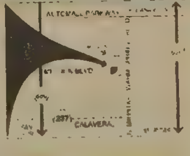

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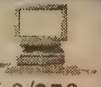

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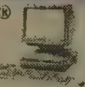

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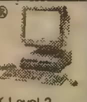

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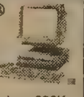

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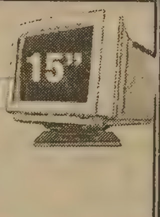

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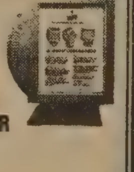

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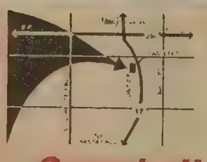

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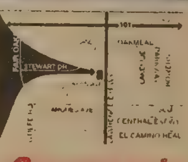

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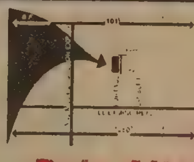

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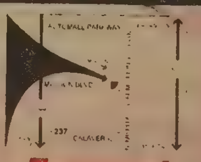

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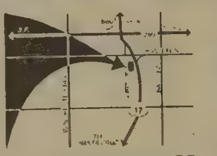

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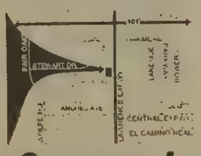

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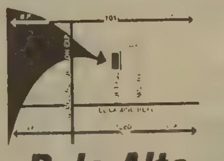

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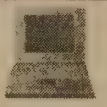

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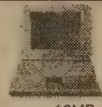

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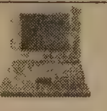

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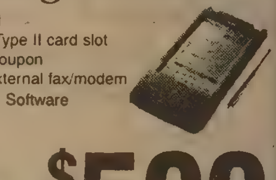

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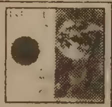

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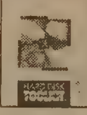

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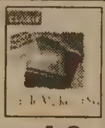

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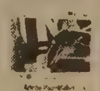

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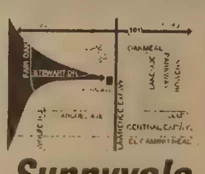

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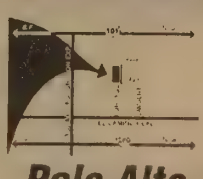

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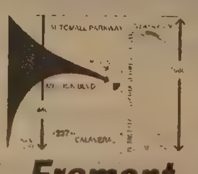

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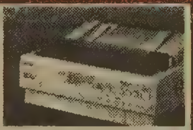

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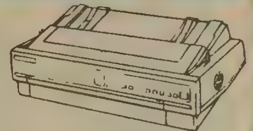

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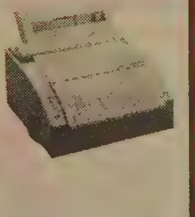

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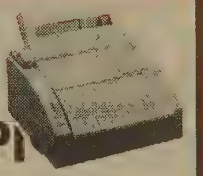

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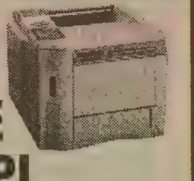

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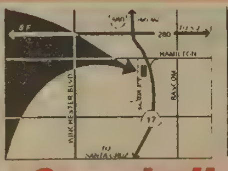

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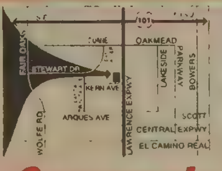

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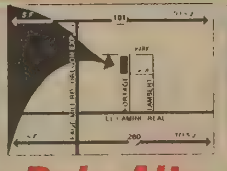

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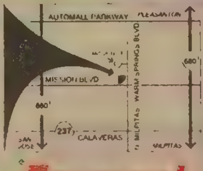

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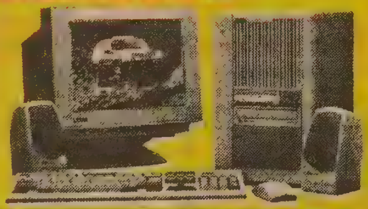

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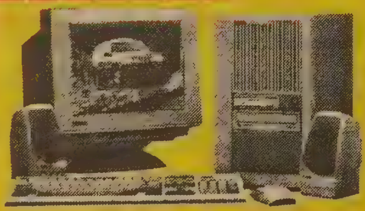

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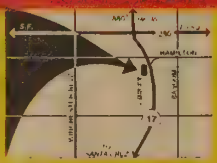

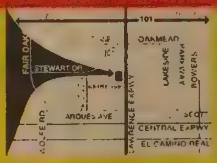

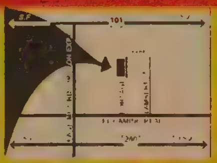

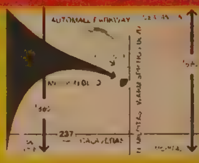

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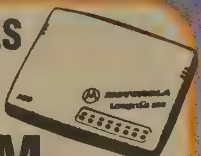

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- **Efficient**-error correction for clear faxes, reliable data every time
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Internal Halfcard • Compressed data Through put of 115,200 bps
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Complete with Windows and MS DOS communication software
7 Year Warranty
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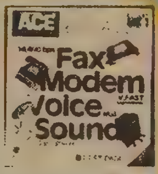

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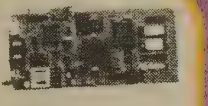

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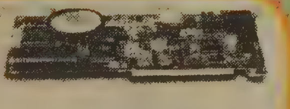

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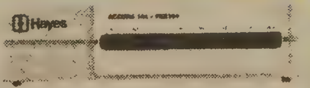

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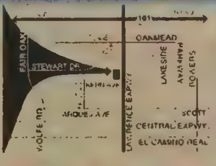

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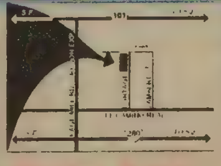

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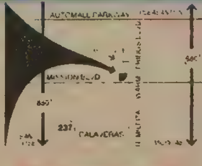

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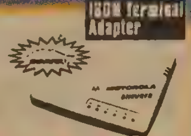

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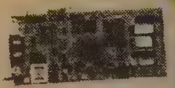

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- Five Year Warranty

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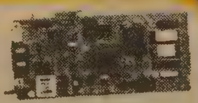

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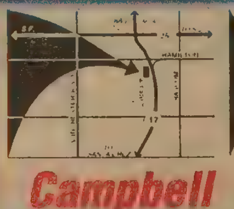

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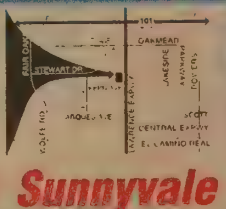

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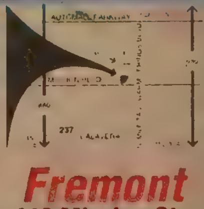

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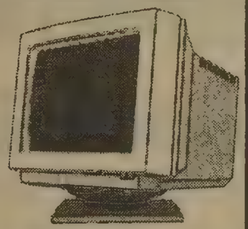

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Non-Interlaced • .28 dpi • Flat Screen
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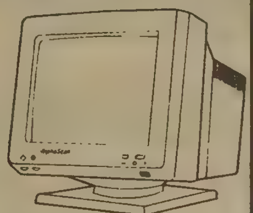

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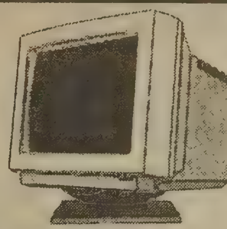

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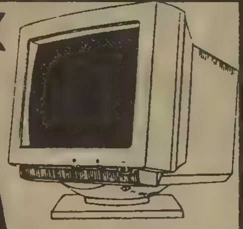

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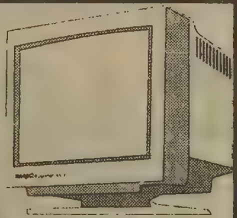

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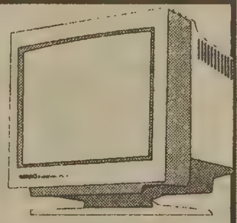

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1280 x 1024 • Flat Screen • .28mm dot pitch
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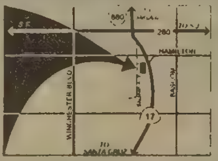

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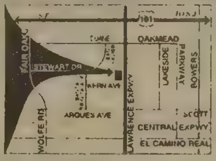

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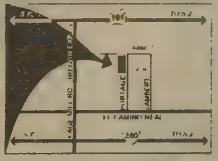

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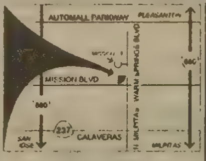

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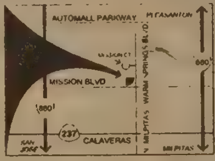

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- 3.5" x 1" ht.
- 128K Buffer
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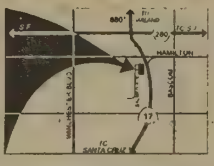

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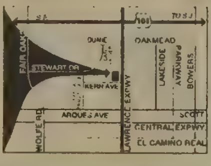

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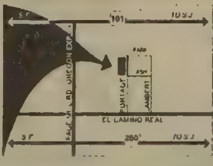

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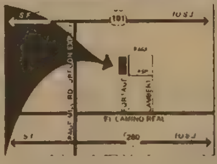

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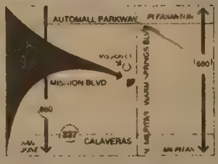

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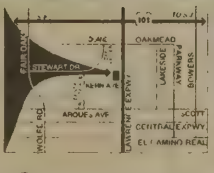

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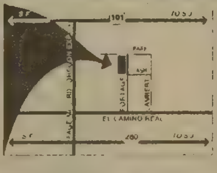

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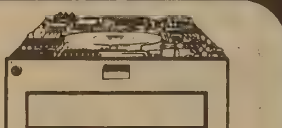

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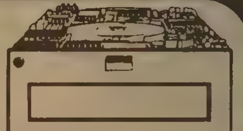

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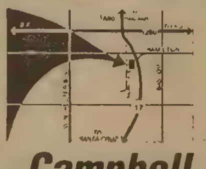

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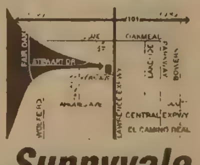

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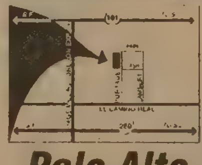

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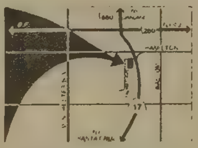

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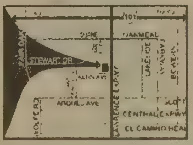

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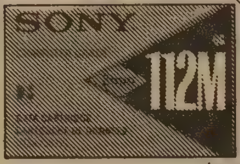

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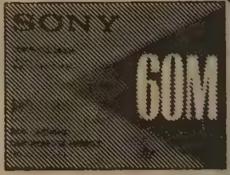

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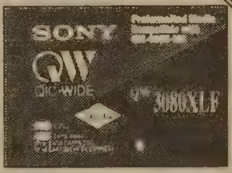

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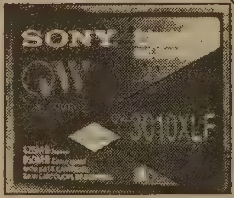

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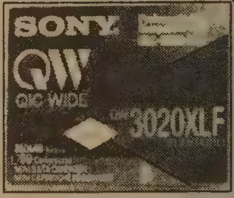

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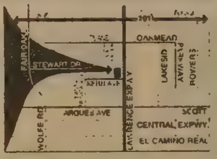

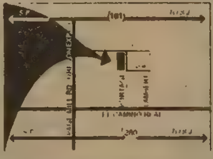

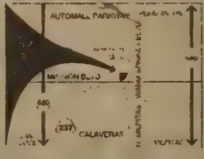

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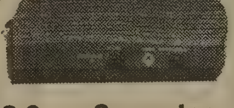

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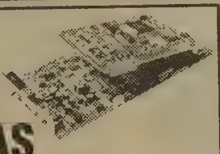

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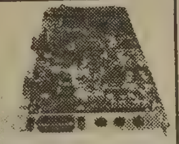

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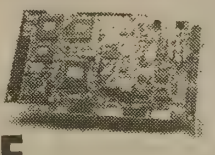

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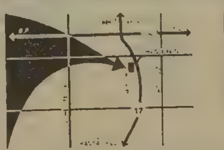

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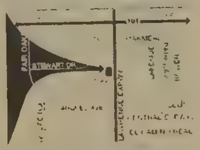

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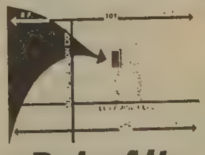

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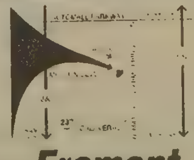

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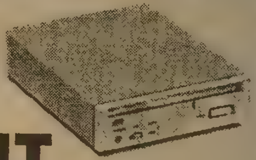

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- 128KB cache memory
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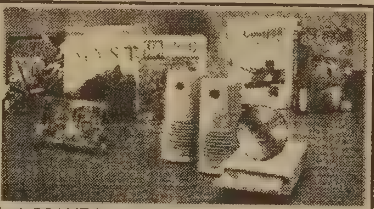

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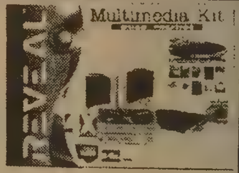

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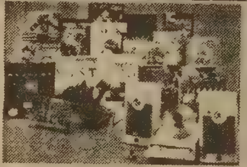

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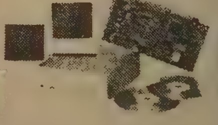

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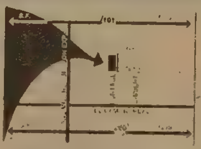

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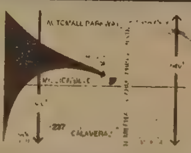

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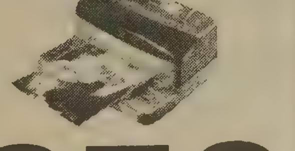

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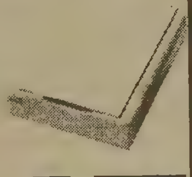

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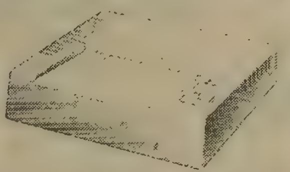

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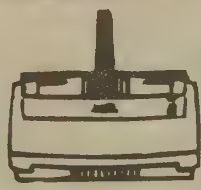

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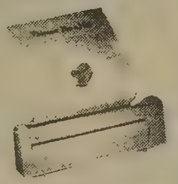

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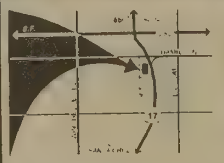

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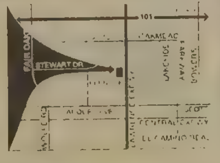

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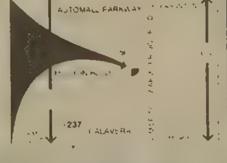

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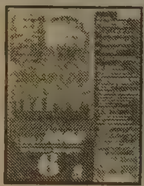

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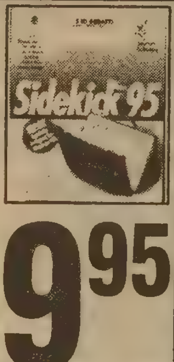

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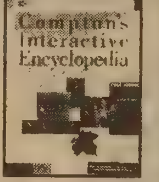

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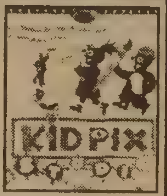

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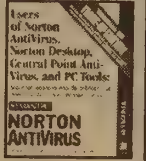
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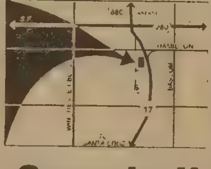

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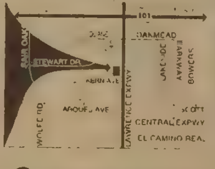

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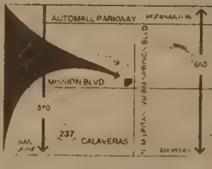

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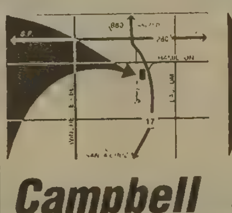

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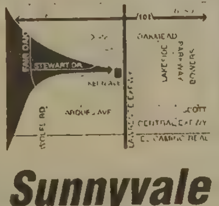

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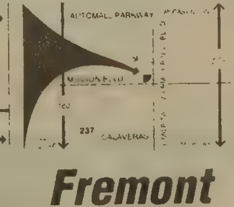

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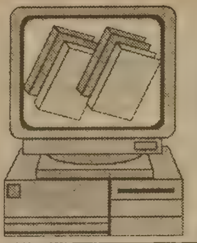

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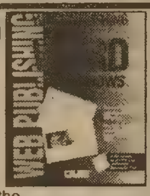

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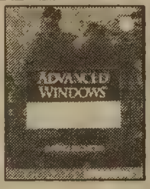

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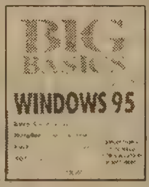

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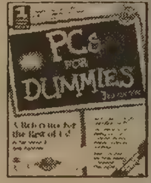

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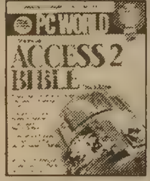

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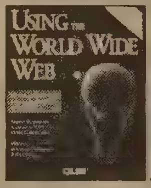

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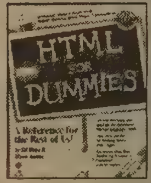

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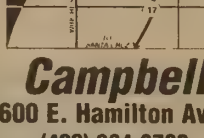

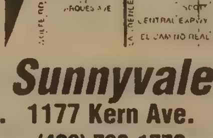

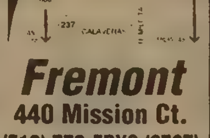

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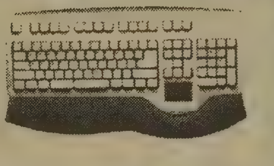

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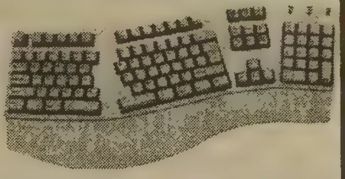

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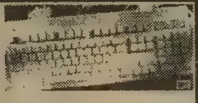

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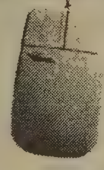

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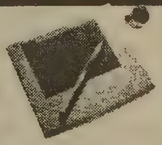

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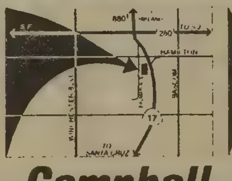

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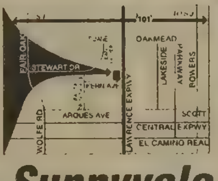

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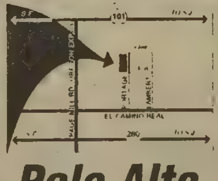

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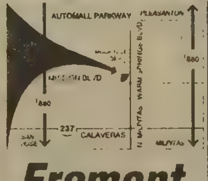

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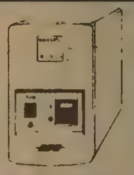

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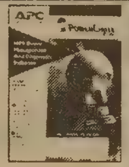

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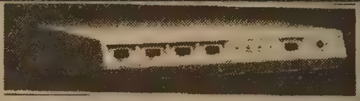

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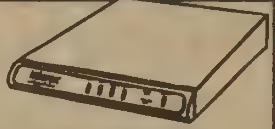

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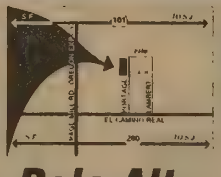

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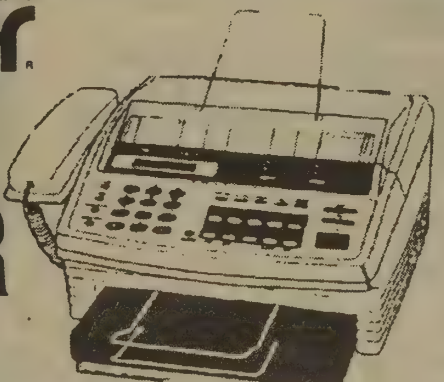

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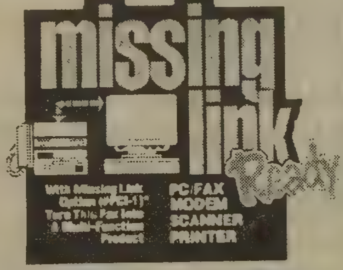
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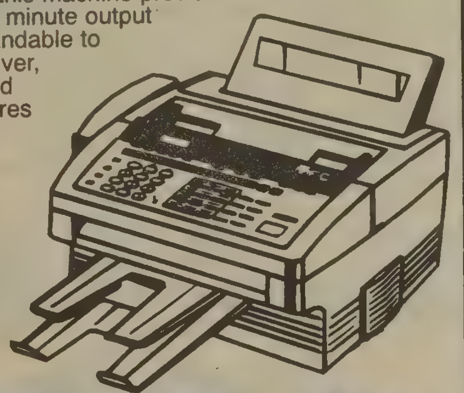

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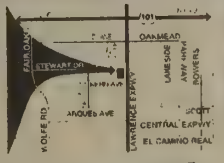

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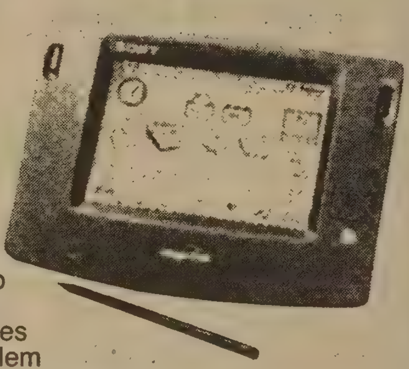

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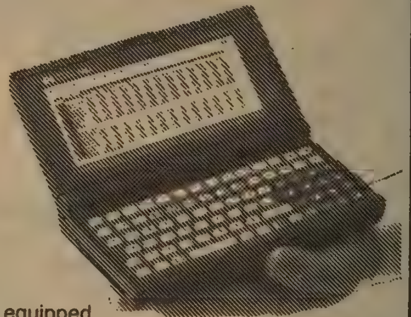

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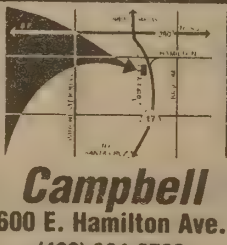

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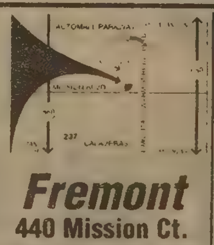

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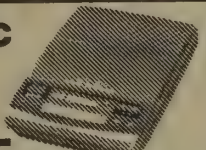

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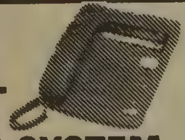
Panasonic's new dual micro cassette answering system offers an LCD Call Counter, marker message, room monitor, auto disconnect, electronic auto disconnect, electronic volume control, audible message alert, and much more for only...

$\$79^{95}$

Model KX-T5100
#2043285



Panasonic

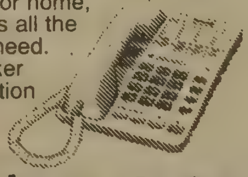
ALL DIGITAL 2 MAILBOX ANSWERING SYSTEM
WITH VOICE TIME/DAY STAMP

Panasonic's fully featured answering system comes equipped with 10 minute storage capacity, voice time/day stamp, 2 personal mailboxes with security, lcd display, message scan, 2-way record, selective message delete, message skip/repeat, auto disconnect, auto redial, 10 number memory, and much more! An invaluable addition to any home or office at just...

$\$129^{95}$

Model KX-T2840
#1914630

OFFICE PHONES



Panasonic

SPEAKERPHONE

For the office or home, this phone has all the features you need. It has a speaker phone, 28 station automatic dialer, automatic redial and much more.

$\$49^{95}$

Model KX-T2315
#1530100

Panasonic

TWO LINE SPEAKERPHONE

A perfect compliment to your home or office, this two-line speakerphone comes equipped with 3-way conferencing, 20 number programmability, seperate ring switches for each line, and a local mode function. Now only...

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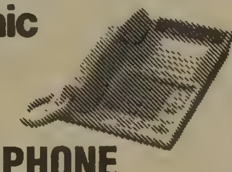
Model KX-T3120
#1510676



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TWO LINE SPEAKERPHONE
WITH LCD DISPLAY

From Panasonic comes this fully featured 2-line speakerphone with LCD display, 3-way conference call, volume control for speaker and handset, 24-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only...

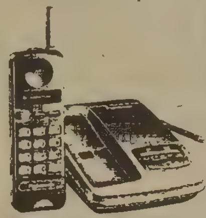
$\$89^{95}$

Model KX-T3175
#1745122

CORDLESS PHONES

Panasonic

30 CHANNEL PALM-SIZED EXTENDED RANGE 900MHz CORDLESS PHONE



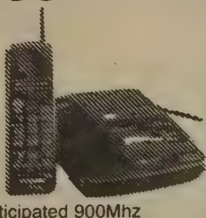
This Panasonic 900MHz cordless phone features a unique palm-sized design with lighted keypad, 30 channel access, high gain rubber antenna, reversible handset, sound charger, noise reduction technology, and more, all for just....

$\$199^{95}$

Model
KX-T9500
#1948839

Panasonic

900Mhz CORDLESS PHONE WITH ALL DIGITAL ANSWERING MACHINE



Panasonic's highly anticipated 900Mhz cordless phone with all digital answering machine is finally here and it was well worth the wait! It's compact base and palm-sized handset make this the perfect addition to any home or office. Features include 10 number memory, 30 channel AutoScan, 3 personal mailboxes, 2-way/memo recording, intercom with 2-way paging, pager call, message scan (scans the first few seconds of each message),and much more. Now just...

$329

Model KX-T9550
#2068220

FAX MACHINES

Panasonic

FAX MACHINE
WITH PAPER CUTTER AND SPEAKERPHONE

Panasonic line of fully featured fax machines start with this compact model which includes 64 level grayscale. super thermal paper compatible. paper curl reduction. 164' paper roll capacity. 15 page document feeder. distinctive ring. delayed transmission. paper save mode. telephone directory with alpha-search. 12 station one-touch with 28 station speed dialing. and much more. All for just...

$279

Model KX-F550
#1944271

Panasonic

FAX MACHINE
WITH PAPER CUTTER, SPEAKERPHONE AND ALL DIGITAL ANSWERING MACHINE

Panasonic line of fully featured fax machines includes this compact model which with 64 level grayscale, super thermal paper compatible, paper curl reduction, 164' paper roll capacity, 15 page document feeder, distinctive ring, delayed transmission, paper save mode, telephone directory with alpha-search. 12 station one-touch with 28 station speed dialing, and much more. All for just...

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Model KX-F750
#1944282

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$449

Model KX-F3000
#1850626

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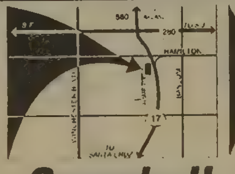

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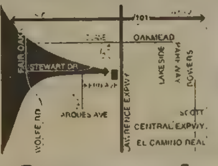

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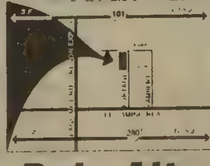

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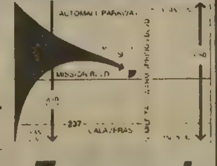

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AT&T's popular speakerphone comes equipped with 12 number memory, redial, ringer adjust, mute, flash, and receiver volume control (a helpful feature for those who are hearing impaired or in a noisy environment). Now just..

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With features like hands-free speakerphone, 32 number memory, hold, receiver and speakerphone volume control, last number redial, flash, ringer control, programmable pause, mute, just to name a few. this AT&T speakerphone will be an excellent addition to any home or office at only...

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Model 825
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FOUR LINE SPEAKERPHONE

This deluxe four-line speakerphone is capable of handling up to four lines with a maximum of 16 stations. Its convenient 32 number one-touch telephone memory, along with all station page, intercom, call transfer, busy redial, flash and much more make this the perfect addition to any home or office at just......

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Model 2-9450 #1768637

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XEROX

LETTER/LEGAL COPIER

Don't settle for a copy when you can have the original... Xerox. This model offers a paper tray that stacks 40 sheets, a built-in carrying handle and removable storable paper trays, multi-copy capability which can be set from 1 to 9 copies or "C" for continuous up to 20 copies, and automatic exposure which scans documents for degrees of lightness or darkness to determining the appropriate exposure setting. An invaluable addition to any home office. Refurbished to work like new at only...

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MODEL 5222B
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SHARP

LETTER/ LEGAL PERSONAL COPIER

Compact and lightweight, this Sharp copier weighs only 17.5 lbs. and fits virtually anywhere! Yet, it even lets users make multiple copies up to legal size (81/2" x 14") originals onto a wide range of papers from 81/2" to 4" x 6", allowing an expanded range of applications. Other features include auto exposure, 50 sheet paper tray capacity, auto start function and much more! An excellent value at just.....

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MODEL Z-27
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SHARP

LETTER/ LEGAL COPIER WITH STATIONARY PLATEN

This durable Sharp copier utilizes a stationary platen, a space-saving feature that eliminates the possibility of the copier bumping into objects while in operation. The variable zoom ratio setting adjusts between 70% and 124% in 1% increments giving you more copying flexibility and versatility. Other features include large capacity 250 sheet tray, continuous copy (up to max. 50), auto start, and letter/legal capacity. An excellent value at...

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MODEL Z-85
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ALL DIGITAL ANSWERING MACHINES

CONAIR

ALL DIGITAL ANSWERING MACHINE

Conairs fully digital answering machine allows you to avoid the hassle of constantly rewinding and fast forwarding tapes typically found in answering machines, within seconds you can skip forward of backwards to the message of your choice! Features include tone remote control, ring select, flashing message counter, call screening, auto disconnect, vox, and much more, Now just...

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ALL DIGITAL ANSWERING MACHINE WITH THREE MAIL BOXES

With three mailboxes to choose from, members of the household can have messages stored for them in their own mailbox! The all digital capability eliminates the need for moving parts and allows for instant playback of incoming messages-no need to wait for a tape to rewind or fast forward! Other features include voice time/day stamp, two outgoing messages, digital counter, selective message erase and much more for only...

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Model 2-9876
#1839261

SONY

ALL DIGITAL ANSWERING MACHINE WITH TIME/DAY STAMP

This innovative Sony all digital answering machine features a slim space saving design which allows a phone to be placed on top of it. Other features include variable-speed playback, voice time-day stamp, digital message counter, audibile message alert, and more. Now just...

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Model TAM-2000
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AT&T

ALL DIGITAL ANSWERING SYSTEM SPEAKERPHONE WITH 2-LINES, 4 VOICE MAILBOXES AND 26-MINUTE TOTAL CAPACITY

The individual voice mailbox system, voice/time stamp, handset play back and record, display screen indicating time, day, and number dialed, and 2-way call recording.

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Model 1872 #1954997

900 MHz CORDLESS PHONES

VTECH

DIGITAL 900MHz CORDLESS PHONE

From VTech a leader in 900MHz cordless phone technology come this feature packed unit with 10 channel selection, a digital voice encryption system, out-of-range indicator, four programmable ringer types, one-way page, 10 number memory, mute, flash, hold, and last number redial all for the incredible price of only...

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Model 900 NDL
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SONY

40 CHANNEL 900 MHz CORDLESS SPEAKERPHONE

By combining 900MHz Enhanced Reception with a 40 Channel Auto Scan system, Sony has designed a cordless phone that not only provides clearer transmission with less noise and interference than conventional 46 to 49 MHz cordless phones, but also gives you enhanced channel selection resulting in greater flexibility if you encounter interference during a call. With 2-Way Paging/Intercom, Base Speakerphone, 3-Way Conversation, 20 number memory, last number redial, flash, and more. Sony has designed the perfect cordless phone for the home or office at only...

$199.95

MODEL SPP-ER1
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uniden

TWO-LINE 900Mhz CORDLESS PHONE WITH DUAL KEYPAD SPEAKERPHONE

By utilizing Digital 900Mhz Spread Spectrum Technology along with Two-Line Operation. Uniden has developed the ultimate cordless phone. Other features include dual keypad speaker phone, intercom, two-way page/find, conference calling, 20 number memory, Call monitor, and much much more. An excellent value at just...

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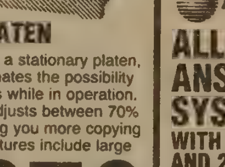

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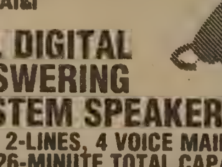

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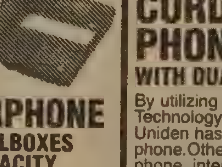

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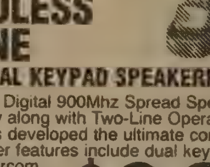

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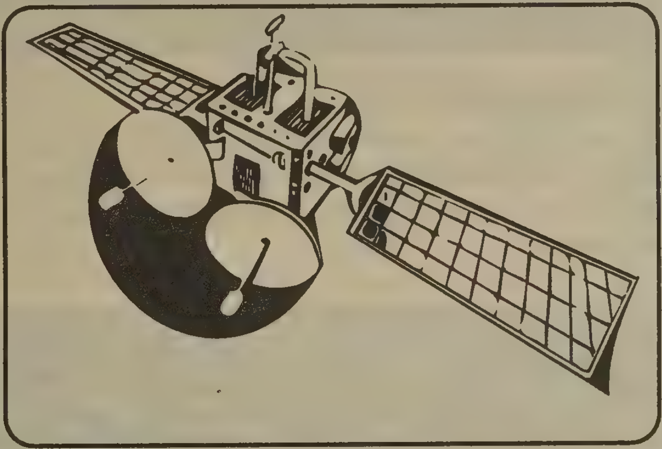

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Enjoy over 150 channels of top-notch entertainment with the crystal, digital clarity of the new RCA DSS system. CD quality sound and over 400 lines of video resolution, provide an incredible entertainment experience. Let Fry's and RCA help you drive on the Information Superhighway!!!
*System price does not include monthly programming fees starting a $29.95 plus additional charges for pay-per-view movies and events.

$598*

MODEL DS-1120WR
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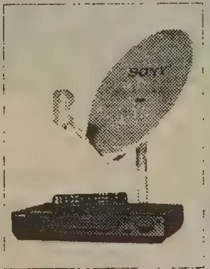
** After $100 Mail-in Rebate from RCA*

SONY.

DIGITAL SATELLITE SYSTEM (DDS) DISH AND RECEIVER



Sony's new DSS system is compatible with more than 175 channels of DirecTV and USSB programming. CD quality sound and over 400 lines of digital video resolution work together to give and outstanding home theatre experience. Other features include Sony's signalseeker LED for easy install and a universal remote.*System price does not include monthly programming fees starting a $29.95 plus additional charges for pay-per-view movies and events.

$648

MODEL SAS-BS1
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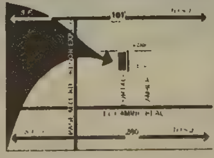

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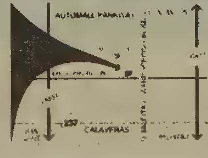

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said. “It's the only way to stay current and it's becoming increasingly difficult. By the time you finish a single session, probably five new sites have come up.”

Ask around at Internet companies throughout Southern California and you hear the same story —people dumping established careers, moving across country, sometimes foregoing big paychecks —for jobs that didn't exist a year ago with companies that are considered established if they've been in business twelve months.

Cyber Man

Sky Dayton never went to college. No time. By 16, he'd graduated from an exclusive boarding school in Oregon and knew he wanted to work with computers and graphics. By 18, he'd run through a couple advertising positions where he'd dabbled in computer-generated graphics and animation.

Then the coffee craze hit, and in 1990, Dayton veered off track to start Cafe Mocha, a java joint on Los Angeles' trendy Melrose Ave., which he and his partner built up, then sold in 1994.

With some management experience under his belt and a budding interest in the Internet, Dayton began tinkering on the global network of networks, looking for something to do. He found the technology inspiring but the service lousy.

“I had a Mac and got a SLIP account but it took me eighty hours to configure my computer correctly,” Dayton said. “The problem was the provider didn't communicate. They were UNIX weenies and the Mac was a toy to them.”

It was all the encouragement he needed to start his own Internet access company. On July 1, 1994, at the ripe old age of 22, Dayton began Earthlink, with himself and one employee, an undisclosed amount of venture funding from friends and private investors, and a pledge to provide Mac and Windows users with an easier way onto the Internet. Fourteen months later, Earthlink *(http://www.earthlink.com/)* has one hundred employees and a customer base that Dayton will only say is somewhere between one thousand and one hundred thousand. Revenue in 1996 should hit $20 million; Dayton won't disclose profits.

Never mind that he's working incredible hours—even on his birthday in early August he worked until 11:30 p.m.—Dayton says it's all been a major rush. “It's a lot of fun,” he says, “but we're trying to build it to be bigger.”

Dayton pays himself a salary: “We're different from the [Web] design houses because we're well backed,” he said. Although he won't say how much he makes, it's enough to afford renting a larger house in the San Fernando Valley suburb of Toluca Lake for himself and his screenwriter wife.

Dayton's parents weren't computer types—his father was a sculptor and his mother a dancer—but his grandfather was David DeWitt, an IBM Fellow and electrical engineer who worked for the computer giant for five decades. “I had my first computer when I was 9,” Dayton said, “a Timex Sinclair. It looked like a large, flat calculator that I plugged into a TV set. If I wanted to play a game I had to program it in BASIC and store it onto a tape recorder. That was state of the art.”

Dayton's still fixed on state of the art. At Earthlink, his R&D team is working to bring Internet access into people's homes at video speeds.

A few weeks ago, Earthlink introduced a Windows 95 version of its TotalAccess point-and-click Internet set-up software, and Dayton's immediate goal is bringing a Mac version to market. Dayton's other goals: “to continue to expand the company staff-wise, space-wise, and operations wise. And to get a little sleep.”

A Way With Words

Brian Ulicny left a teaching job at Harvard last June to chase his Internet dream.

It wasn't exactly a reluctant parting. Ulicny's first love is linguistics, specifically semantics, or studying words' meanings and relationships. He'd received a Ph.D. in the subject from MIT in 1993, but at Harvard, he was stuck teaching a peripheral subject in a non-tenure track position.

So last year, Ulicny started looking for other work. Academics was out: university positions had dried up and openings for linguistics Ph.D.s were almost nonexistent. When Ulicny began exploring other possibilities, he found out about a California startup company seeking someone with just his way with words.

One thing led to another and in June, Ulicny said goodbye to Cambridge, Massachusetts, and hello to Santa Monica, home to Limbex Corp., a six-person company working on a next-generation Web search engine.

At Limbex *(http://www.limbex.com/)*, Ulicny, 31, is part of a four-person team developing an intelligent agent people can use to search through tens of thousands of Web pages for material on subjects they're looking up. Search

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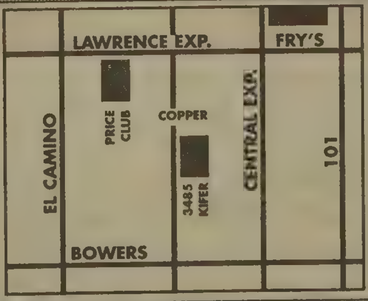

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engines such as Yahoo and Web Crawler provide this service today, but have many limits. For example, use Yahoo to search for the word "virus" and the service doesn't distinguish between Web sites devoted to computer viruses and medical viruses.

When the Limbex agent is commercially available, Ulicny says it will "understand" enough about semantics to distinguish between the two. And do a lot more. "You will be able to activate agents on topics that you're interested in, and they will go out and automatically find documents and bring them back and organize them within that topic," he explains.

Ulicny's team is working typical software programmer days: long hours, little sunshine, enormous pressure to meet code deadlines. But he's not complaining. The atmosphere at work is supercharged—and he's making twice as much money as those first-year Harvard professors, who generally take home salaries in the mid-$30,000s. To top if off, Ulicny's getting married next month, and, he says, "I couldn't be happier."

A Nose For News

Danny Sullivan was a newspaper man.

At the *Los Angeles Times'* Orange County edition in Costa Mesa, and then at the rival *Orange County Register* in Santa Ana, Sullivan, 29, was a graphics reporter, taking complicated crime scenes, gruesome accidents, or scientific breakthroughs and transforming them into diagrams that the average newspaper reader could understand.

Then the Internet bug bit. Encouraged by Ken Spreitzer, a friend and creator of the popular Uninstaller program found on Windows 3.1, Sullivan quit the *Register* and started a division of Spreitzer's software company to construct and maintain other companies' Web pages.

Within six months, their Irvine-based venture, called Maximized Online *(http://www.maxonline.com)*, has grown to five full-time employees and built sites for a number of Orange County institutions, including the county fair, KEZY radio station, *Orange Coast Magazine*, and even the infamous bankrupt county government.

Sullivan used his news savvy to pump up publicity for Maximized Online. He planned the new division's launch to coincide with Valentine's Day, introducing a free service that let visitors to the Maximized Online Web site build love letters and greeting cards and send them through email. The stunt worked: within days of going online, Maximized Online's Build-A-Card service was tapped as Cool Site of the Day by Web watcher Glenn Davis. Visitors flooded the site.

To keep people coming back, Sullivan created InfoPages *(http://infopages.com/)*, a *Yellow Pages*-type directory of all Orange County Web sites.

Sullivan, still a newsman at heart, bristles when people call what he does advertising. "People think when you're creating a Web site, you're creating an ad. But people need Web sites like they need phones," he asserts. "We're like a phone company. We establish a connection for you. But we can be like an ad agency, too." ■

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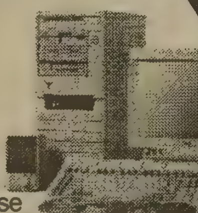

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• Microsoft DOS 6.22 W/S	$38
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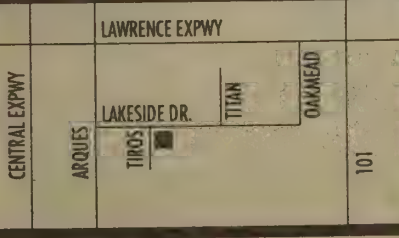

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10. Purchase orders are welcomed and subject to approval.

Web Page Listings

continued from page 132

Technologies is a leading developer and manufacturer of test systems for the engineering and manufacturing of I/O peripheral devices. [Exp. #144.]

Zendex Corp. *http://www.zendex.com/* Zendex designs and manufactures microcomputer boards, systems, peripherals, and related products for the Multibus and PC Bus industry. [Exp. #145.]

ENTERTAINMENT

Aloha Dateline *http://www.aimnet.com/~ayl/aloha.htm* "I found love on the Aloha Dateline! It's a fun, safe, exciting way to meet!" [Exp. #145.]

Artist Bros. Enterprises *http://www.cyberverse.com/~piero/artbros.html* Episodic series, comedy, sci-fi, and romance stories; Mighty Morphin Power Rangers information; and other interesting links. [Exp. #144.]

ATP Tour Online *http://atptour.com* The most comprehensive tennis Web page on the Internet, with news and information about men's pro tennis. [Exp. #145.]

Awesome Music Site *http://emusic.com* Music information, superfast browsing, 40,000 album images. Tons of fun. [Exp. #145.]

Batman Forever *http://batmanforever.com* Artwork, trailers, storyboards, behind-the-scenes glimpses into the making of *Batman Forever*, and more. [Exp. #143.]

Bay Area Movie Guide *http://www.movietimes.com* Bay Area Movie Guide offers movie listings, information, reviews, links to movie company Web sites, videos, sound clips, publicity photos, and general cinema information. [Exp. #144.]

Big Mouth Publishing *http://www.bookfair.com/publishers/bigmouth/biz/* Publishers Page featuring audio "Instant Guts!", guide to intelligent risk taking in business, creativity, relationships. [Exp. #146.]

BONG Bull *http://www.au.com/bong/* Weekly encyclical of the Burned-Out Newspapercreatures Guild. Newsroom humor for journalists and media junkies. [Exp. #146.]

Brazilian Mall *http://www.BrazilianMall.com/Brazil* The first Brazilian commercial site, art gallery, business center, newsstand, travel agency, and more. [Exp. #144.]

Burn:Cycle *http://www.burncycle.com/* Explore the wicked world of Burn:Cycle. Use your brain or lose your mind. [Exp. #146.]

California Shakespeare Festival *http://www.via.net/~csf/* Complete information about this season's performances as well as our year round programs. [Exp. #144.]

Castle Wolfric *http://www.best.com/~wooldri/* Sci-Fi Fantasy links, Xanth home page, Trek images, html Writers Guild, and more. [Exp. #144.]

Ceolas Celtic Music Archive *http://celtic.stanford.edu/ceolas.html* Home of Celtic music on the net, including tunes, artist profiles, sound samples, resources, etc. [Exp. #143.]

Classic Rock All Stars *http://www.webcom.com/~gsmmedia/crastars* Members from Iron Butterfly, Rare Earth, Sugarloaf, and Spencer Davis Group present their Summer '95 Tour. [Exp. #144.]

Crystal Rain Media Entertainment *http://www.earthlink.net/~crystal* "Hip Hop Animal Rock," award winning aerobic video for children. Sound and video clips. [Exp. #144.]

Cybercize With The Cyber-Set *http://www.physics.sfsu.edu/grad/lwilliam/cyberset/cyberset.html* Ten fun and easy at your computer exercises with the Cyber-Set—an online comedy team. [Exp. #145.]

Cybertown *http://www.cybertown.com/cybertown* Cybertown is a 21st century off-world electronic virtual community that provides a rich mix of entertainment, information, and commerce. [Exp. #145.]

Cybertzara *http://www.webcom.com/~cybertza/* Multimedia by Deborah Jaffe's Master/Slave Relationship and her new CD-ROM, Smut Picture Racket. [Exp. #146.]

Discover Starving Artists *http://www.starving.com/* An interactive art gallery featuring photography and paintings plus a tour of 19th century Paris. [Exp. #145.]

Edward "Equaliser" Woodward *http://www.deltanet.com/bazaar/equalize.htm* Information and enthusiasts' group. Stay up to date with other fans, the Eq/EW *International Bullet*, and more. [Exp. #146.]

Film Analyst On-Line *http://www.kaiwan.com/~stussy/taussig/film01.html* A thoughtful analysis of popular and classical movies and the impact on popular culture. [Exp. #142.]

Flames Magazine *http://www.gold.net/flames/ Flames* Web page features an interactive story that uses the hypertext capabilities of the WWW to achieve multiple narratives. [Exp. #144.]

FLASHERS *http://www.cais.com/artcomic.flashers/html* Daily comics by Elliot Feldman. Bring your own trenchcoat. [Exp. #146.]

Four Leaf Clover *http://204.188.129.2/netbiz/fourleaf.html* How to play the Canadian lottery and make money every month. [Exp. #142.]

Freehead Web Page *http://wl.iglou.com/ngsippel/freehead.html* New band featuring Jim Smith of the original *Ren & Stimpy Show*! Info, gig schedules, etc. [Exp. #145.]

Freshly Baked Cooked Book *http://www.primenet.com/~freshly/* L.A.-based psychedelic blues/funk/jazz/reggae/bluegrass/punk band. This site contains artwork, lyrics, sound clips, and recipes. [Exp. #146.]

Galaxy Entertainment Network *http://www.power.net/galaxy* Providing entertainment information, showcasing worldwide talent, business opportunities, programming, and weekly Internet funnies. [Exp. #142.]

Gigaplex *http://www.gigaplex.com/wow* A whopping arts & entertainment webmagazine featuring film, TV, music, theater, books, and celebrity interviews. [Exp. #144.]

Harmony Central Music Pages *http://harmony-central.mit.edu/* Resources and links for the musician, including guitar, bass, effects, MIDI, keyboards, software, and more. [Exp. #142.]

Hotel California *http://kincyb.com/* Check into the friendliest hotel in the West. Full of Internet games, 24 hr. chat, and adult files. [Exp. #144.]

HOTnet Entertainment *http://starone.com/hotnet* Adult entertainment. 21 and over are welcome. [Exp. #144.]

Idea Futures *http://if.arc.ab.ca/IF.shtml* Bet on 150+ science, computer, and social controversies. Won major prize for best Web site. [Exp. #145.]

International Channel *http://www.I-channel.com* Unique multicultural, interactive, multimedia experience combining video, audio, and animation. [Exp. #145.]

International Home Exchange Network *http://www.magicnet.net/homexchange* Listings of home exchange opportunities, local cost vacation rentals, Bed & Breakfasts, "mom and pop" hotels, and more. [Exp. #143.]

Irvine Harvest Festival 95 *http://www.deltanet.com/bazaar/harvest.htm* Festival activities, entertainment schedules, festival map, and discount coupon to the festival. [Exp. #146.]

K-Fone's Hot Interactive Voice BBS And Party Place *http://www.kfone.com/* Browse men and women throughout Southern California. Contact them free. Learn more about voice mail and more. [Exp. #146.]

Kaleidospace Independent Internet Artists *http://kspace.com/* Promotes, sells, and places work by independent artists, musicians, writers, performers, filmmakers, and software developers. [Exp. #144.]

KBBS Online *http://kbbs.kbbsnet.com* Interesting Web site links, WWW business marketing info, online service info. [Exp. #142.]

Kerry's Connection *http://www.crl.com/~zallar/index.html* Comedy Impressions—live and voice mail, QB Experience musical group, SRV School of Performing Arts. [Exp. #142.]

@LA *http://emporium.turnpike.net/A/atLA/* The most complete cyberspace guide to sites with a realspace presence in the LA area. [Exp. #144.]

LAcon III *http://sundry.hsc.use.edu/lacon3/* Web site for the World Science Fiction Convention coming to Anaheim in 1996. [Exp. #144.]

Lancaster Professional Baseball Club *http://www.av.qnet.com/~reggieb/baseball.html* Follow the California League's newest Class A baseball team. affiliated with the Seattle Mariners. [Exp. #144.]

Links Golf By Bengtson Company *http://www.well.com/www/bengtson/golf.htm* Northern CA golf course directories, travel lodging, dining information, golf product information, and photos. [Exp. #142.]

Loser Love Songs *http://www.slip.net/~mbutler/index.html* Home of San Francisco power-pop band the Flex-a-Pleasers. Contains audio of every song in the catalog, more. [Exp. #143.]

Magnolia Jazz Band *http://www.MagnoliaJazz.com/* Over twenty years jazzing up special events throughout S.F. Bay Area. [Exp. #144.]

Match.Com *http://www.match.com/?mt* "We met on the Net!" Cyberflirting, email chemistry, and online romance. [Exp. #146.]

Merger *http://www.wp.com/Merger/home.html* L.A. area original Rock and Roll band. Info about the band and upcoming gigs. [Exp. #146.]

Millennium Whole Earth Catalog *http://www.well.net/mwec/* Twenty-nine pages from the *Whole Earth Catalog* transformed into about 170 Web pages. [Exp. #142.]

Mission Cliffs *http://www.mission-cliffs.com/mission-cliffs/* New indoor rock climbing center in San Francisco featuring impressive 50' high overhanging walls. [Exp. #145.]

Montreal World Film Festival *http://www.ffm-montreal.org* Site for the Montreal World Film Festival: bilingual descriptions, filmographies, schedules. [Exp. #146.]

Movies.net *http://www.movies.net/* The simplest movie address in cyberdom. Comprehensive, industry directory. Showtimes, promo's, reviews, previews, and more! [Exp. #146.]

Multiworld Magazine *http://www.jnw.com.mw/index.html Multiworld* is a multimedia, multilingual magazine published bimonthly via the Web. [Exp. #144.]

Mystic Sports Journal *http://www.sirius.com/~regent/MSJ* Spinmeister Jim Webster does sports like you've never seen it. [Exp. #144.]

NewType Gaming Magazine *http://www.newtype.com/NewType* Filled with information on graphic video games and virtual reality. Free stuff, latest news, and ravs in an eye-popping 3-D rendered environment. [Exp. #144.]

Nightflight Essential Guide To New York/Los Angeles At Night *http://www.echonyc.com/~voice* The Nightflight Guide features recommendations for the hippest nightclubs, eating, drinking, and gaming establishments in New York and Los Angeles. [Exp. #144.]

Obscure Research Labs *http://140.249.8.212/ORL/* Specializing in: UFOs, time travel, paraphysics, matrix technology, disinformation tracking, all the answers. [Exp. #143.]

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P5 - 60MHz	1,065	1,105	1,185
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P5 - 90MHz	1,285	1,325	1,405
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P5 -120MHz	1,565	1,605	1,685
P5 -133MHz	1,735	1,745	1,825

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AIR486EI EISA VLB w/256K (72Pin)	$295
AIR486DX4VP PCI w/256K (72Pin)	$139
AIR 486MIS 256K (72Pin) w/SCSI/IDE I/O	$215
AIR P5/60-66Mhz PCI w/256K (72Pin)	$145
AIR P5/75-100Mhz PCI w/256K (72Pin)	$169
AIR Dual PENTIUM PCI w/512K (72Pin)	$745
UMC 486DX4 PCI 256K w/EIDE 16550 I/O	$135
INTEL P5/75-90Mhz PCI w/256K(Neptune)	$195
INTEL ZAPPA PCI w/256K (Triton)	$225
INTEL ENDEAVOUR PCI 256K Burst Cache	$369

CPU

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AMD	486DX2	66Mhz/80Mhz (5V)	$CALL
AMD	486DX2	66Mhz/80Mhz (3V)	$CALL
AMD	486DX4	100Mhz/120Mhz (3V)	$CALL
CYR	486DX2	66Mhz/80Mhz (3V)	$CALL
CYR	486DX2	66Mhz/80Mhz (5V)	$CALL
INTEL	486DX2	50Mhz/66Mhz (5V)	$CALL
INTEL	486DX4	75Mhz (3V)	$CALL
INTEL	486DX4	100Mhz (3V)	$CALL
INTEL	P5 - 60Mhz / 66Mhz		$CALL
INTEL	P5 - 75Mhz / 90Mhz		$CALL
INTEL	P5 - 100Mhz		$CALL
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INTEL	P5 - 133Mhz		$CALL

PRINTERS

BROTHER LASER HL-630	$393
HL-645	$433
HL-655	$563
HL-660	$663
PANASONIC	
KXP2023 (24Pin)	$169
KXP2130 (24Pin) Color upgradbl	$208
KXP3624 (24Pin)	$397
KXP4400 Laser w/Postscript	$449
HEWLETT-PACKARD	
HP DeskJet 540 / 660C	$283/$477
HP LaserJet 4 / 4Plus	$1,217/$1,365
HP LaserJet 4L / 4P	$489/$925
KXP4400 LASER w/Postscript	$449

CONTROLLERS

IDE 2FD/HD	$9
IDE ISA 2FD/2HD W/ 2S/1P/1G	$12
IDE PCI/2HD	$28
IDE VLB 2FP/2HD WINDBOND	$19
IDE VLB 4FP/4HD FAST I/O 16550	$34
IDE PCI 4FP/4HD FAST I/O 16550	$39
ADAPTEC 1522B (SCSI)	$75
ADAPTEC 1542CF (SCSI)	$164
ADAPTEC 1542CFK w/Kit (SCSI)	$226
ADAPTEC 2842 VLB (SCSI)	$196
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PHANTOM 64 VL/PCI W/2MB	$188
ATI	
ULTRAPRO PCI 2MB VRAM MACH32	$205
ULTRAPRO VL 2MB VRAM MACH32	$205
ULTRAPRO EISA 2MB VRAM MACH32	$249
WINBOOST PCI/VL 1MB MACH64	$123
WINBOOST PCI/VL 2MB MACH64	$164
GRAPHIC ProTurbo 64 PCI/VL 2MB VRAM	$305
GRAPHIC ProTurbo 64 PCI/VL 4MB VRAM	$475
WINTURBO 64 PCI/VL 2MB VRAM	$237
WINTURBO 64 PCI/VL 4MB VRAM	$406
ORCHID	
FAHRENHEIT 64 VL/PCI 2MB VRAM	$259
FAHRENHEIT 64 VL/PCI 4MB VRAM	$385
KELVIN 64 VL/PCI 1MB DRAM	$109
KELVIN 64 VL/PCI 2MB DRAM	$161
HERCULES	
Stingray VL/PCI w/1MB DRAM	$85
Stingray 64/Video w/1MB/2MB DRAM	$149/$189
Dynamite Pro VL/PCI 1MB/2MB DRAM	$149/$189
Dynamite Power VL 1MB DRAM	$158
Dynamite Power VL/PCI 2MB DRAM	$185
GraphiteTerminator 64 VB 2MB DRAM	$198
GraphiteTerminator 64 PCI 2MB DRAM	$198
GraphiteTerminator 64 VB 2MB VRAM	$309
GraphiteTerminator 64 PCI 2MB VRAM	$309
GraphiteTerm.Professional VB 2MB VRAM	$339
GraphiteTerm.Professional PCI 2MB VRAM	$339
GraphiteTerm.Professional PCI 4MBVRAM	$488
GraphiteTerm.Professional VL 4MBVRAM	$488
DIAMOND	
Viper ProVideo PCI 2MB VRAM (New)	$392
Viper ProVideo PCI 4MB VRAM (New)	$545
Stealth 64 Video VLB/PCI 2MB VRAM (New)	$295
Stealth 64 Video VLB/PCI 4MB VRAM (New)	$435
Stealth 64 VLB/PCI 2MB DRAM	$151
Stealth 64 2MB VRAM Upgrade	$180
Stealth 64 VLB/PCI 2MB VRAM	$245
Stealth 64 VLB/PCI 4MB VRAM	$385
MATROX	
Impression Plus 2MB Upgrade	$219
Impression Plus PCI 2MB	$345
Impression Plus A ISA 2MB	$399
Impression Plus P12/220 PCI 2MB	$425
Impression Plus A/220 ISA 2MB	$415
NUMBER NINE	
GXe64 PCI/VLB 1MB/2MB DRAM	$158/$218
GXe64 Pro PCI/VLB 2MB VRAM	$295/$295
GXe64 Pro PCI/VLB 4MB VRAM	$482/$482
Imagine 128 PCI 4MB VRAM	$785
Imagine 128 1600 PCI 4MB VRAM	$1,065

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540MB IDE (QT540A) 14MS	$165
540MB SCSI (QT540S) 12MS	$185
1.08GB SCSI (QT1080S) 10MS	$295
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COLORADO POWER 1GB INT (SCSI)	$588
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EPSON X4 SPEED IDE	$145
PANASONIC X4 SPEED 579BP	$145
TEAC X4 SPEED CD-55A IDE	$145
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TOSHIBA X4 SPEED T3601BE Ext.	$379
NEC X4 SPEED 511 SCSI	$219
NEC X6 SPEED 512 SCSI	$373
MITSUMI X4 SPEED FX- 400 IDE	$145
PIONEER X4 SPEED IDE UA-124X	$165
CHINON X2 SPEED SCSI	$112
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14" 1024X768 NI 90Hz .28	$228
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NETWARE LITE (2 Users)	$99
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3C509 ELINK III Coax / 5Pack	$85/$386
3C509 ELINK III TP / 5Pack	$75/$376
3C509 ELINK III Combo / 5Pack	$95/$415
3C509 ELINK III EISA Coax/TP	$218/$219
SMC	
ELITE ULTRA 16 Coax / 6Pack	96/$399
ELITE ULTRA 16 TP / 6Pack	$89/$355
ELITE ULTRA 16 Combo / 6Pack	$99/$445
ELITE ULTRA 32 EISA Combo	$206
ETHEREZ 16 Combo / 6Pack	$79/$465
ETHERPOWER PCI Combo	$155
TIGER HUB 3212TC (12TP+BNC+AUI)	$359
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28.8K V.34 (Rockwell Chip set) Ext	$148
28.8K V.34 (AT&T Chip set) Int	$128
USROBOTICS Sportster 14.4K Int	$88
USROBOTICS Sportster 14.4K Ext	$107
USROBOTICS Sportster 28.8K Int V.34	$187
USROBOTICS Sportster 28.8K Ext V.34	$207
SUPRA Express 14.4K Int	$76
SUPRA Express 28.8K Int	$169
HAYES Accura 14.4K Int / Ext	$83/$98
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Online Guide

Web Page Listings *continued...*

Online World—Online Resources Handbook *http://login.eunet.no/~presno/index.html* Broadcasting schedules for news in many languages, world travel guides, international affairs, health, much more. [Exp. #142.]

Optical Illusions *http://www.lainet.com/~ausbourn* A collection of famous optical illusions presented in a gallery format. Informative and educational. [Exp. #145.]

Pikes Peak Cam *http://www.softronics.com* A spectacular, unobstructed view of Pikes Peak, updated every two minutes, from the roof of Softronics. [Exp. #142.]

Relayer *http://bbs.annex.com/relayer/gate.htm* Come and play with Relayer. Using Netscape 1.1 codes to provide audio, visual, and weirdness. [Exp. #145.]

Rock And Roll Digital Gallery *http://www.hooked.net/julianne/index.html* A digital gallery featuring poster art and images with rock 'n' roll as the theme. [Exp. #143.]

Rocktropolis *http://underground.net/Rocktropolis* Visitors can attend chat sessions with musicians, hang out backstage, hear new songs, send in photos, and much more. [Exp. #146.]

RockWeb Interactive *http://www.rockweb.com/* Interactive music service, band home sites, chat, WebZine, interviews, and concert calendars. [Exp. #144.]

Route 66 Los Angeles Webstation *http://www.losangeles.com* Find information about movies in theaters, on TV, and on video. This is a locally focused site supported by layers of global information. [Exp. #144.]

San Francisco Web *http://www.sfweb.com* Body, mind, spirit, personals, neighborhoods, and, of course, business listings. [Exp. #142.]

Science Fiction Now *http://www.science-fiction.com/* Buy, sell, and rate the science fiction stories from around the country and the globe. [Exp. #146.]

Sega Web *http://www.segaoa.com* Product information and graphics from the interactive king. Contests for prizes. [Exp. #144.]

Serenity *http://www.tecnation.com/serenity/* [Exp. #144.]

Solomon Speaks *http://pages.prodigy.com/CA/momonk/Solomon.html* Free WWW service kind of like "Dear Abby" or "Ann Landers." [Exp. #145.]

Sports World Internet *http://www.sportsworld.com/sports/home.html* Live Sports Chat, $1000 contest, fantasy football league, user articles. Sports experts and novices welcome. [Exp. #144.]

Susan Sutton Trio Home Page *http://ocf.berkeley.edu/~daaron/trio.html* The home page of the Susan Sutton Trio, a progressive and upbeat latin-inspired jazz band in the North Bay. [Exp. #145.]

Topanga Canyon Rotisserie League *http://bcf.usc.edu/~kbrennan/index.html* Follow the fantasy baseball league here, complete stats, transactions, plus hotlinks to numerous baseball sites. [Exp. #145.]

UNCAT: The Catalog Of UNCATaloged Titles *http://www.sapphire.com/UNCAT/* Brochures, books, catalogs, newsletters, videocassettes, and audio cassettes not generally available in a bookstore or library. [Exp. #143.]

The Unofficial Heckler And Koch USP Home Page *http://orion.oac.uci.edu/~tlau/liberty.html* Info on the H&K USP pistol and general information of interest to all shooters. [Exp. #144.]

Venice Beach, California *http://www.mediaonline.com/bizads/venicebeach.html* Celebrate Venice's 90th anniversary in this art community including fitness events in world-famous Muscle Beach. [Exp. #144.]

Voyager Company *http://www.voyagerco.com* Laurie Anderson, the *Paris Review*, the Guerrilla Girls, monthly opinion feature; demos, simulations from Voyager products. [Exp. #142.]

Wave Action Surf Magazine *http://www.waveaction.com/mag* Surfing from around the globe featuring photos of some of the world's best new school surfers captured by industry photographers. [Exp. #144.]

Welcome To WOL On The Web *http://www.cris.com/WOL* The home of *Windows OnLine* and the *WinOnLine Review* (online magazines) commercial and shareware reviews. [Exp. #146.]

World Conquest *http://dnai.com/~conquest* Popular two- to twelve-player wargame (WWII) w/GUI (shareware), hourly turn processing. [Exp. #146.]

World Square *http://www.w2.com* "Virtual mall" with companies doing business in music, art, publishing, food, finance, automobiles, heath, and medicine. [Exp. #142.]

XCENTRIX *http://www.servtech.com/public/sproing* An eclectic zine integrating a plethora of genres including art, music, fashion, gossip, drag queens, and more. [Exp. #146.]

XROADS *http://xroads.wr.usgs.gov/Welcome.html* Links to US Geological Survey Web sites. A way to learn about earth science and the USGS. [Exp. #143.]

Z Times *http://www.lh.com/z* National Association of Broadcasters 95 show report, St. Stupid Day Parade in San Francisco, links to unusual sites. [Exp. #142.]

The ZenMOO Home Page *http://www.zennet.com/html/zenmoo.html* Amid the sounds of chanting and gongs, you have come upon the glorious ZenMoo. [Exp. #144.]

POLITICAL/SOCIAL

6th International Conference On Computers In Agriculture *http://www.agen.ufl.edu/~fzazueta/* Conference, in Cancun, Mexico, June 11–14, 1996, will provide a forum for agriculture related professionals to exchange information on applications and developments in the use of computers in agriculture. [Exp. #146.]

African Connection *http://www.melanet.com/melanet/connections* The Web site contains information on the *African Connection* TV series, a listing of available programming, forms for online feedback, news, and links to related organizations. [Exp. #145.]

American Association of University Presses *http://aaup.pupress.princeton.edu:70/* Offers online catalogue of over forty-nine thousand scholarly books in print at university presses. [Exp. #146.]

Association For The Electrically and VDT Injured *http://www.isy.liu.se/~tegen/febost.html* Information for persons who suffer from environmental illness related to exposure to electronagnetic fields. [Exp. #144.]

Bacard's Privacy Page *http://www.well.com/user/abacard* Author Andre Bacard provides practical documents and links to protect your computer privacy. [Exp. #145.]

Bad Information Base *http://www.well.com/user/jmalloy/* Information catalogued, and organized in a definitive database that contains words of wisdom about subjects such as religion, technology, body odor, computers, and toilet paper. [Exp. #144.]

Beijing World Wide Web *http://www.igc.apc.org/womensnet/beijing/* Up-to-the-minute information about the Fourth World Conference on Women in Beijing (August 30–September 15), more. [Exp. #145.]

Berkeley-East Bay Humane Society *http://www.ccnet.com/~bebhs* Photo tour and information about our animal shelter and veterinary hospital. (Netscape 1.1 recommended.) [Exp. #146.]

Burlingame On-Line *http://www.spectrumnet.com/burlingame.html* Burlingame On-Line provides news, information, and shopping for the city of Burlingame and surrounding communities. [Exp. #146.]

Burlingame On-Line PEZ Page *http://www.spectrumnet.com/pez/* Largest display of PEZ dispensers on the West Coast, includes history, facts, and PEZ store. [Exp. #146.]

California Libertarian Party *http://www.lp.org/lp/ca/lpc.html* Alternative politics for the golden state. [Exp. #145.]

Capnet Gateway On-Line Service *http://turnpike.net/emporuim/C/CAPNET/health.htm* An Internet resource center for information regarding Healthcare and Humanity. [Exp. #146.]

Catholic Charities Web Pages *http://ccsj.org/* Enhancing the quality of life for all members of the community; especially the poor. [Exp. #144.]

Chabot Observatory and Science Center *http://ousd.k12.ca.us/COSC/Chabot.html* Located at 4917 Mountain Blvd. in Oakland near Hwy. 580/13 interchange. [Exp. #146.]

Charlotte's Web—Government Reform Resources *http://www.emf.net/~cr* Links to government and citizen activist groups; ftp-able grassroots essays, articles; National Debt updates. [Exp. #145.]

Child Safety Forum *http://www.xmission.com/~gastown/safe* Provides safety information that may save your child's life or prevent a serious injury. Each month features child safety tips for a different room of the house. [Exp. #146.]

Chile Guide *http://sunsite.dcc.uchile.cl/~mvasquez/chile/index.html* Chile Guide is a page where you can find all about Chile. [Exp. #146.]

Cichlid Research Home Page *http://garnet.berkeley.edu:2727/* Information on the fish family Cichlidae, for both hobbyists and scientists. [Exp. #144.]

City of San Carlos *http://www.abag.ca.gov/san_carlos/index.html* "Meet the Candidates" feature provides an easy way to read the statements of the five candidates running for the two vacant City Council positions in the City's General Election to be held November 7, 1995. [Exp. #144.]

The Computer History Association of California *http://www.chac.org/chac/* An introduction to the CHAC, includes ftp of all issues in plain text, links to other computer history pages, and more. [Exp. #146.]

County Of Orange *http://www.oc.ca.gov* Information on the Orange County board of supervisors, meetings, and press releases. [Exp. #142.]

Cuba WWW *http://www.unipr.it/~davide/cuba/home.html* Country information, maps, WWW sites, Gopher sites, mail, news, tourism, and more. [Exp. #146.]

CyberKorea *http://165.113.175.2* Intro to CyberKorea, Korean Web directories for news, Internet providers, and other sites. Short Korean lessons (coming soon). [Exp. #146.]

Democratic National Committee *http://www.earthlink.net:80/~cid/ccri/* Find out about the state's Democratic committee based in Los Angeles. This site also lists events and provides links to local Democratic Party organizations around the country. [Exp. #145.]

Democratic Party of the San Fernando Valley *http://val.net/dpsfv/* The Democratic Party of the San Fernando Valley goes electronic. Events, issues, info, and more. [Exp. #144.]

Digital Freedom Network *http://www.iia.org/dfn/* Circumventing censorship of published material by posting the works on the Internet. [Exp. #143.]

The Economist *http://www.earthlink.net/~the-*

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e.g. AHA1542CF (ISA w/kit)	$235
Modems	
Practical Peripherals	
28800 int/ext	219/238
U.S.Robotics	
Courier 28800 int/ext	389/439
Tape drives	
Exabyte	
EXB-4200C (5GB DAT) i/e	854/964
EXB-8205 (2.5/5GB)	1275/1388
EXB-8205XL (3.5/7GB) int	1275
EXB-8505 (5/10GB)	1987/2278
Wang	
3100DAT (2GB) int/ext	744/844
3200DAT (4/8GB) int/ext	788/888
3400DX DAT (4/8GB) i/e	983/1087

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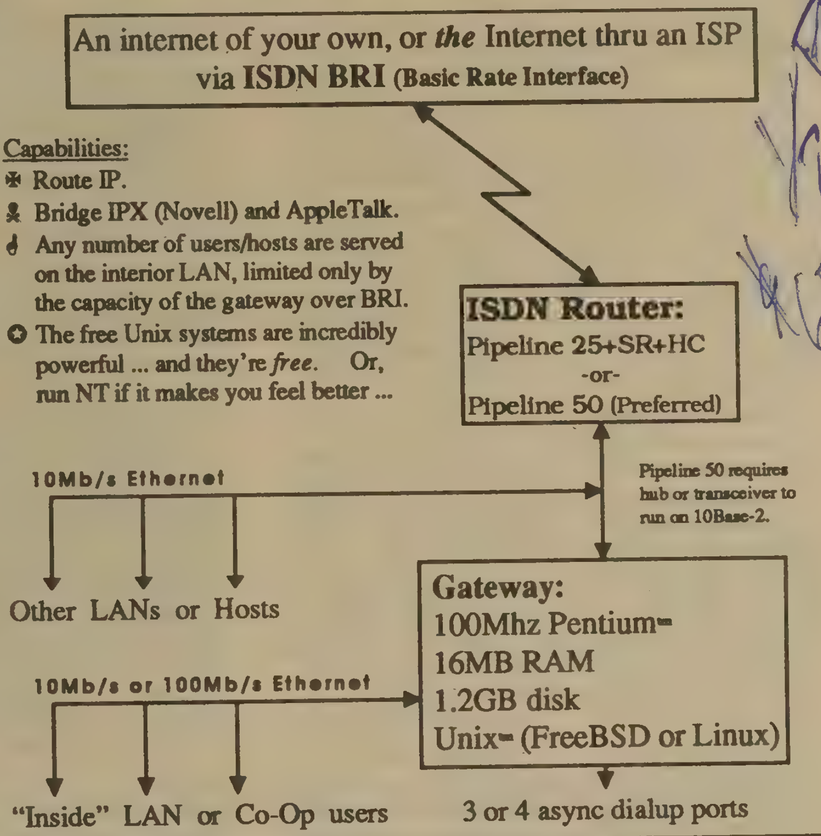
An internet of your own, or *the* Internet thru an ISP via ISDN BRI (Basic Rate Interface)
ISDN Router:
Pipeline 25+SR+HC
-or-
Pipeline 50 (Preferred)
Pipeline 50 requires hub or transceiver to run on 10Base-2.
10Mb/s Ethernet
Other LANs or Hosts
Gateway:
100Mhz Pentium™
16MB RAM
1.2GB disk
Unix™ (FreeBSD or Linux)
10Mb/s or 100Mb/s Ethernet
"Inside" LAN or Co-Op users
3 or 4 async dialup ports

Capabilities:
- Route IP.
- Bridge IPX (Novell) and AppleTalk.
- Any number of users/hosts are served on the interior LAN, limited only by the capacity of the gateway over BRI.
- The free Unix systems are incredibly powerful ... and they're *free*. Or, run NT if it makes you feel better ...

Build your own:

ADTRAN	
NT1-ACE w/ power supply	$ 290
Express ISDN w/NT1	$ 515
Express ISDN w/NT1 & POTS	$ 635
ASCEND	
Pipeline 25 w/NT1	$ 780
Routing option for P25	$ 260
HW compression for P25	$ 260
P25+SR+HC:	$1250
Pipeline 50 HX sngl usr w/NT1	$1040
Pipeline 50 mult usr no NT1	$1320
Pipeline 50 mult usr w/NT1	$1480
Pipeline 400B	$4375
Pipeline 400T (bundle)	$6750
Includes HW option for T1 CSU	
Includes SW option for ISDN PRI	
COMBINET	
CB-2060D Multusr BRI router	$ 780
CB-900 Single PRI router	$4350
IBM	
7845 NT1 Extended	$ 334
WaveRunner	$ 488
LIVINGSTON	
Portmaster 25	$3300
Fan-out cable for 8xDB25	$ 110
Portmaster 2E 10	$2525
8-port module for PM2E	$ 699
Portmaster 2ER	$2770
MOTOROLA	
NT1D	$ 183
BitSURFR Pro	$call
TONE COMMANDER	
NT1U-220TC	$ 247
U.S.ROBOTICS	
Total Control MP-8	$5050
Nonmanaged Rack Hub 16	$2240
Managed Rack Hub 16	$6780
Quad V.34 module analog	$4240
Quad V.34 module, digital	$4310
Quad V.34 module, a/d	$5280
ZYXEL	
Elite 2864I-ST	$ 598
Elite 2864I-U	$ 650

72-pin SIMM memory:

4MB	8MB	16MB
1x32, $149	2x32, $289	4x32, $519
1x36, $189	2x36, $329	4x36, $599

Host Ssytems:

486DX4-100	$1480
486DX2-66	$1498
P75	$1680
P90	$1800
P100	$1920
P120	$2160
P133	$2400

Base system includes: 256KB cache, 16MB RAM, 1.2GB IDE hard drive, 3.5" floppy drive, 1MB PCI or VLB video card, EIDE controller & 1p 2s (16550), mouse, keyboard, case w/250W power supply.

Price includes FreeBSD or Linux installation and One Year Warranty on parts and labor.

Dual-boot system installation, extended warranties, domain-name application and support plans optional.

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Web Page Listings *continued...*

economist Read issues of local interest compiled by the Los Angeles bureau of *The Economist* magazine. [Exp. #146.]

First Internet McChurch Tabernacle *http://mcchurch.org/mcdonna* At the hub, the core, the virtual beating heart of the WWW. [Exp. #145.]

Garden Of Remembrance *http://www.islandnet.com/~deathnet/garden.html* A way for a family member or friend to be immortalized in cyberspace with a multimedia obituary. [Exp. #145.]

Girvies Davis Home Page *http://www.mcs.net/~bkmurph/girvies.htm* Home page of Girvies Davis, Illinois death row inmate. Clemency petition, articles, "evidence," pictures, audio, more. [Exp. #142.]

Global Futures Foundation *http://www.quiknet.com/globalff/globalfu.html* Environmental Web site for businesses, with publications and Future 500 CEO resource efficiency roundtable. [Exp. #145.]

Global Ideas Bank *http://newciv.org/worldtrans/BOV/BOVTOP.HTML* International suggestion box for ideas or projects for improving the quality of life. Annual award. [Exp. #145.]

Golden Retrievers In Cyberspace *http://www.rahul.net/hredlus/golden.html* Information on Golden Retrievers: how to find breeders, rescue groups, GRCA, and more. [Exp. #144.]

Henry Ford Museum Online *http://hfm.umd.umich.edu* Provides users with historical content and programs. Highlights include "The Automobile in American Life," "Made in America," and Presidential limo exhibits. [Exp. #146.]

Institute For Global Communications Progressive Directory *http://www.igc.apc.org* [Exp. #145.]

Institute Of Heartmath *http://www.webcom.com/~hrtmath/IHM/AboutHM.html* Research-based training for developing enhanced intuitive intelligence to successfully manage mental and emotional choices. [Exp. #144.]

Internet Health Resources *http://www.ihr.com* Extensive and practical health resource information for Internet users. [Exp. #142.]

Ischemia Research And Education Foundation *http://grimm.ucsf.edu/* The IREF and McSPI Web site describes the cutting-edge heart research done by this world-wide network of prestigious study centers. [Exp. #144.]

Islamic Server of MSA-USC *http://www.usc.edu/dept/MSA/* Contains information on Islam, including several large reference works. [Exp. #146.]

Jerry Garcia Tribute Site *http://www.rockweb.com/rwi/jerry-tribute* Sign condolence card project, video, sound, pix, chat. Collaboration between RockWeb David Grisman, Stanley Mouse, and Steve Brown. [Exp. #144.]

Libertarian Party Of America *http://www.lp.org/lp/* America's Third Party. [Exp. #145.]

Los Angeles County Museum of Art *http://www.lacma.org* Largest museum west of the Mississippi is online. Come and see the art. [Exp. #146.]

Mansoor Amarna Collection *http://www.amarna.com/* A collection of Egyptian Amarna era art, pieces of which may be found in the Louvre, the Vatican, and other museums. [Exp. #144.]

MetaSelf *http://www. metaself.org/model* Understanding the whole self through a model based on common spatial metaphors. High school lesson plans. [Exp. #144.]

NAAFA Online *http://world.std.com/~naafa* National Association to Advance Fat-Acceptance. Promoting wellness and combating prejudice against fat people. [Exp. #146.]

NASA Office of Space Science *http://www.hq.nasa.gov/office/oss* The NASA Headquarters Office of Space Sciences provides information and links to Space Science sites. [Exp. #146.]

New Civilization Network *http://newciv.org/worldtrans/newcivnet.html* "To make the world a better place." Free space for many nonprofits. [Exp. #145.]

The Noble Internet Directories *http://www.experts.com/* Details about a UCSF Ophthalmology Dept. research project testing a new diffractive optic to treat many new vision imperfections. [Exp. #144.]

The Objectivism Resource Guide *http://www.hypermall.com/oms/org/* Learn more about Ayn Rand—author of *The Fountainhead* and *Atlas Shrugged*. [Exp. #144.]

Oceania, The Atlantis Project *http://oceania.org* Want to talk about forming a new country? Come visit us. [Exp. #145.]

Old Town Pasadena *http://www.earthlink.cet/~jescala/oldtown.htm* A comprehensive guide to the night life of Old Town Pasadena, with reviews of bars, pool hall, and clubs. [Exp. #146.]

OrchidMania *http://www.orchids.org* Orchid maniacs raise money for grassroots AIDS programs worldwide with the "World's Largest Orchid Garage Sale." Plenty of orchid growing information. [Exp. #144.]

OSU Government Information Sharing Project *http://govinfo.kerr.orst.edu/* Funded by the U.S. Dept. of Education, this site provides access to detailed population and agricultural statistics for Northwest states. [Exp. #146.]

ParentsPlace.Com *http://www.parentsplace.com/* The parenting resource center on the Web: reading rooms, chat, shopping mall with parenting and childcare products. [Exp. #146.]

People Who Care *http://www.people-who-care/people* HIV programs, community organizations, job training, homeless care, counseling, cultural activities at St. Paulus. [Exp. #146.]

PETA *http://envirolink.org/arrs/peta/index.html* PETA, People for the Ethical Treatment of Animals, online includes factsheets, updates, membership info, a list of cruelty-free companies, and other resources. [Exp. #146.]

PGPfone Home Page *http://web.mit.edu/network/pgpfone/* A software package that turns your desktop or computer notebook into a secure phone. The Beta Test is available for the Macintosh with Windows 95 version in the works. [Exp. #144.]

Phil Gramm For President Campaign *http://www.gramm96.org* Speeches and articles from the campaign trail intermixed with graphics, audio and video clips, and more. [Exp. #143.]

Portola Views *http://www.primenet.com/~martonj* Portola Hills Community Bulletin Board, providing event, activities, and neighborhood interface with a virtual Town Hall. [Exp. #146.]

Qui Tam Information Center *http://www.quitam.com* A place for whistleblowers and attorneys to gain information in pursuing qui tam actions. [Exp. #145.]

Rainbow Flag Health Services *http://www/leland.stanford.edu/~blandon/rainbow.html* A new Known Donor Sperm Bank serving the Gay and Lesbian community of the San Francisco Bay Area. [Exp. #144.]

Remembering Nagasaki *http://www.exploratorium.edu/nagasaki* A WWW page and Internet Exhibit at the Exploratorium as part of the world's observance of the 50th anniversary of the bombings of Hiroshima and Nagasaki. [Exp. #145.]

Rivendel Pages *http://umbc8.umbc.edu/akhatt1/Rivendel.html* Multiuser chat sites dedicated to communications for global understanding and creative expression. Come visit us. [Exp. #142.]

Saigon Net Home Page *http://www.saigonet.com/* N. California Vietnamese Community activities, two news magazines, business directory, pagodas, and information on Vietnam. [Exp. #144.]

Salvador Dali Museum *http://www.highway.com/dali/* Features lots of cool Dali images, including flies and melting clocks, and explains how the museum got to be located in St. Petersburg. [Exp. #146.]

San Jose State University Continuing Education *http://conted.sjsu.edu/* Degree credit, certificate, and professional development courses open to all adults—on and off campus. [Exp. #142.]

Santa Barbara International Introduction Center *http://www.rain.org/~sbintl/* A Web site serving a group of Eastern European women, primarily from Minsk, Belarus, but also from Tashkent and Uzbekistan. [Exp. #144.]

Santa Monica Web *http://www.smweb.com* City of Santa Monica in cyberspace. A city guide featuring visitor information, business directory, news. [Exp. #145.]

SF Jewish Bulletin *http://www.jewish.com/jb* The first Jewish weekly newspaper available in its entirety on the Web, includes articles, columns, calendar listings, classified ads, and more. [Exp. #146.]

Simon Wiesenthal Center *http://www.wiesenthal.com/* [Exp. #146.]

Some Bay Area Progressive Stuff *http://www.emf.net/~cheetham/index.thml* An events calendar and organizational directory of the Bay Area progressive community. [Exp. #144.]

Southern California Gay Wired *http://www.gaywired.com/~unity/index.html* The new, interactive source for today's gay and lesbian community in Southern California. [Exp. #145.]

This Is True *http://www.infoark.com/freecom/* Home of the popular "This Is True" newspaper column, which is also available by listserv. [Exp. #146.]

U.S. Holocaust Memorial Museum *http://www.ushmm.org* Now provides access to the complete catalog of the U.S. Holocaust Memorial Museum Research Institute document archives. [Exp. #146.]

University of Phoenix Online *http://www.uophx.edu/online/* Accredited university offering online business degree graduate and undergraduate programs for working adults. [Exp. #146.]

USS Liberty Home Page *http://www.halcyon.com/jim/ussliberty/* Information and files about the American ship that was attacked by the Israelis during the Six Day War. [Exp. #143.]

Women's Wire *http://women.com* Women's Wire is an interactive magazine focused on women's interests. Free to visitors. [Exp. #144.]

Yoga Fitness *http://www.iyoga.com/yf/* Yoga Fitness is the premier Iyengar yoga studio in the South Bay. [Exp. #146.]

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To list your Web home page for FREE, send us the name of the page/site, the URL (address), and a fifteen-word description. Also, please include a contact name and phone number for our reference only. Listings will run for three issues unless renewed. We reserve the right to select listings on a space-available basis and to edit those listings as needed. Send your listing to: *JohnDownen@aol.com*; Web Listings, 3470 Buskirk Ave., Pleasant Hill, CA 94523; or fax to (510)934-3958.

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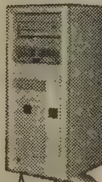

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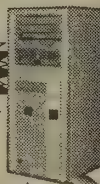

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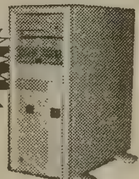

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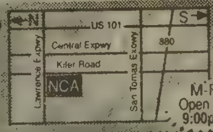

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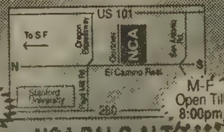

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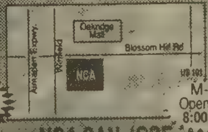

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- 8MB RAM/70 pin SIMMs
- 101 keyboard
- PCI IDE & floppy controller card - 2 floppies, 2 hard drives, 2 serial on board
- Diamond 2MB PCI video card
- Western Digital 1.2GB Fast IDE hard drive
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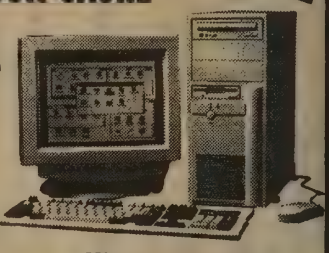

- .intel. P133 w/ Heatsink
- NCA's elegant tower case, 200W power supply
- 4-PCI / 4-ISA (P&P ready), 256K cache
- 16MB RAM/70 pin SIMMs
- 101 keyboard
- PCI IDE & floppy controller card - 2 floppies, 2 hard drives, 2 serial on board
- TRITON CHIPSET
- Diamond 2MB PCI video card
- Western Digital 1.2GB Fast IDE hard drive
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- Diamond 2MB PCI video card
- Western Digital 1.2GB Fast IDE hard drive
- 1.44MB floppy drive
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- SoundBlaster Vibra 16-bit sound card
- Microsoft Mouse
- Stereo speakers
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- Diamond 2MB PCI video card
- Western Digital 1.2GB Fast IDE hard drive
- 1.44MB floppy drive
- Mitsumi internal Quad-Speed 600/KB/s CD-ROM drive
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- Microsoft Mouse
- Stereo speakers
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NCA's New *ALEXIS Q4100*

486DX4/100 TOWER PCI

540MB/4MB RAM-256K Cache Quad-Speed Multimedia Computer

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- AMD 486DX4/100 with Heatsink
- 4MB RAM/70 pin SIMMs
- 101 keyboard
- PCI IDE & floppy controller card (16550)- 2 floppies, 2 hard drives, 2 serial on board
- Orchid 1MB PCI video card
- Seagate 540MB IDE hard drive
- 1.44MB floppy drive
- Mitsumi internal Quad-Speed 600/KB/s CD-ROM drive
- 16-bit sound card
- Amplified speakers
- Microsoft Mouse
- FCC certified

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540MB/4MB RAM-256K Cache Quad-Speed Multimedia Computer

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- 3-PCI or 2VLB / 4-ISA / 1SH, 256K cache
- .intel. 486DX2/66 with Heatsink
- 4MB RAM/70 pin SIMMs
- 101 keyboard
- IDE & floppy controller card (16550)- 2 floppies, 2 hard drives, 2 serial on board
- Diamond 1MB video card
- Seagate 540MB IDE hard drive
- 1.44MB floppy drive
- Mitsumi internal Quad-Speed 600/KB/s CD-ROM drive
- 16-bit sound card
- Amplified speakers
- Microsoft Mouse
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Monitor not included

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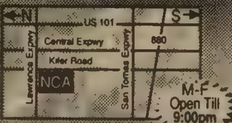

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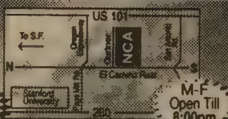

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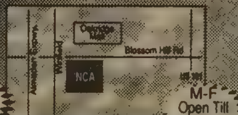

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HARD DRIVES

Maxtor®

1.2GB IDE 3.5"x1"

- 71260A
- 12ms
- 256K Cache
- 2 yr. warr.
- Enhanced IDE

$248⁹⁵

IDE

540MB IDE NEW! **.... $165⁹⁵**
7540AV, 12ms, 2Yr. Warr., Enhanced IDE

541MB IDE $165⁹⁵
7541A, 12ms, 2 Yr. Warr., Enhanced IDE

850MB IDE $195⁹⁵
7850A, 12ms, 2Yr. Warr., Enhanced IDE

1.0GB IDE NEW! **....... $229⁹⁵**
71050A, 12ms, 2Yr. Warr., Enhanced IDE

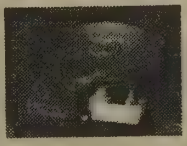
1.6GB IDE $429⁹⁵
71626A, 12ms, 128K Cache, Enhanced IDE

WESTERN DIGITAL

Accept only the finest Caviar

1.6GB 3.5"x1"

- AC31600
- 10ms
- 128K Cache
- 5200RPM
- Enhacned IDE



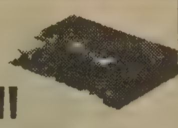
$399⁹⁵

850MB IDE ENHANCED IDE **..... $199⁹⁵**
10MS. AC2850, 64K Cache, 4500RPM, Enhanced IDE

1.2GB IDE ENHANCED IDE **....... $295⁹⁵**
10MS. WD31200A, 128K Cache, 64K cache, 3Yr. Warr., Enhanced IDE

IBM

1.0GB 3.5"x1" FAST SCSI-II



- DeskStar XP Series
- 10.5ms
- 5400 RPM
- 5 yr. warr.
- 512K

$299⁹⁵	$398⁹⁵
Internal	External

IDE

540MB IDE $169⁹⁵
3.5"X1" Deskstar Series, 12ms, ATA-2, 128K Cache 2yr. warr., 4500RPM

'UltraStar XP Series' NEW!

	INTERNAL	EXTERNAL
2.3GB FAST SCSI-II.	**$1069⁹⁵**	**$1168⁹⁵**
7.5ms, 7200 RPM, 512K, 3.5", 1,000,000 MTBF, 5yr. warr.		
4.5GB FAST SCSI-II..	**$1499⁹⁵**	**$1598⁹⁵**
8ms, 7200 RPM, 3.5", 512K Cache, 5yr. warr.		

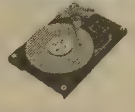
QUALITY EXTERNAL SCSI CASE

For MAC, SUN, Silicon Graphics, and IBM Compatibles

- High Quality Metal Cases
- 2 Centronics Output
- Noise-Free Fan
- External SCSI ID Switch
- Power Cable & Hardware
- Fully Tested & Approved
- Universal Power Supply 110/220V

See Page 6

CONNER



2.14GB 3.5"x1" SCSI-II

- CFP2105S
- 5400RPM
- 8.5ms
- 512K Cache
- 5 yr. warr.

$679⁹⁵	$778⁹⁵
Internal	External

IDE- CABO SERIES

850MB IDE $195⁹⁵
CFS850A, 14ms, 64K Cache, 3600RPM, Low Profile 3.5"x1", 3yr. warr., Enhanced IDE

1.2GB IDE $259⁹⁵
14ms, CFS1275A, 3600RPM, 64K Cache, 3yr. warr., Enhanced IDE

SCSI Cayman-Antigua Series

1.0GB SCSI-II.. $289⁹⁵ ... $388⁹⁵
CFP1060S, 5400RPM, 10ms, 512K, 5yr. warr.

1.0GB SCSI-II.. $289⁹⁵ ... $388⁹⁵
CFP1080S, 256K, 11ms, 5400RPM, 3.5"x1", 5yr. warr.

1.0GB SCSI-II.. $549⁹⁵ ... $648⁹⁵
CFP1080W, 11ms, 5400RPM, Fast Wide, 5yr. warr.

2.14GB SCSI-II $749⁹⁵ ... $848⁹⁵
CFP2107S, 7200RPM, 8.5ms, 512K, 5yr. warr.

4.2GB SCSI-II.. $1049⁹⁵ ... $1148⁹⁵
CFP4207S, 7200RPM, 9ms, 512K, 5yr. warr.

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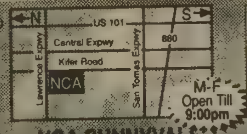

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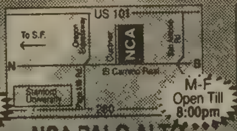

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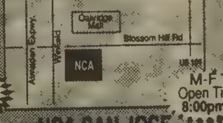

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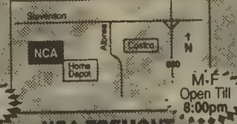

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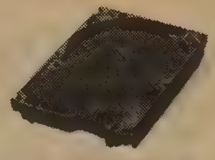
HARD DRIVES

Quantum®

Specify Quantum, Specify Quality



MAVERICK SERIES®

CAPACITY	M/N	SEEK	SIZE	INTERNAL	EXTERNAL
540MB SCSI-2	QM30540MVS	14ms	3.5"X1"	$165.95	$264.95

LIGHTENING SERIES®

CAPACITY	M/N	SEEK	SIZE	INTERNAL	EXTERNAL
730MB IDE	QM30730LTA	11ms	3.5"X1"	$179.95	N/A
730MB SCSI-2	QM30730LTS	11ms	3.5"X1"	$185.95	$284.95

DAYTONA SERIES - 2.5"

CAPACITY	M/N	SEEK	SIZE	INTERNAL	EXTERNAL
341MB Fast ATA	QM20341DYA	17ms	2.5"	$279.95	N/A
514MB Fast ATA	QM20514DYA	17ms	2.5"	$325.95	N/A
341MB SCSI-2	QM20341DYS	17ms	2.5"	$249.95	$348.95
514MB SCSI-2	QM20514DYS	17ms	2.5"	$319.95	$418.95

EUROPA SERIES - 2.5" NEW!

CAPACITY	M/N	SEEK	SIZE	INTERNAL	EXTERNAL
540MB Fast ATA	QM20540EUA	14ms	2.5"	*CALL*	N/A
810MB Fast ATA	QM20810EUA	14ms	2.5"	*CALL*	N/A
1.08GB Fast ATA	QM21080EUA	14ms	2.5"	*CALL*	N/A

FIREBALL SERIES®

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
1.0GB FastATA-2	QM31080FBA	5400	12ms	3.5"X1"	$235.95	N/A
1.0GB FastSCSI-2	QM31080FBS	5400	12ms	3.5"X1"	$315.95	$414.95

TRAILBLAZER SERIES®

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
850MB FastATA-2	QM30850TRA	4500	14ms	3.5"X1"	$199.95	N/A
850MB FastSCSI-2	QM30850TRS	4500	14ms	3.5"X1"	$245.95	$344.95

GRAND PRIX SERIES® *RAID READY!*

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
4.3GB-Fast SCSI-II	XP34301S	7200	8.6ms	3.5"	$999.95	$1098.95
4.3GB-Fast/Wide	XP34301SW	7200	8.6ms	3.5"	$999.95	$1098.95

ATLAS SERIES®

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
2.1GB-SCSI-II	XP32150S	7200	8.5ms	3.5"	$865.95	$964.95
2.1GB-Fast Wide	XP32150SW	7200	8.5ms	3.5"	$909.95	$1008.95
4.3GB-SCSI-II	XP34300S	7200	8.5ms	3.5"	$1479.95	$1578.95
4.3GB-Fast Wide	XP34300SW	7200	8.5ms	3.5"	$1539.95	$1638.95

CAPELLA SERIES®

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
2.2GB-SCSI-II	VP32210S	5400	8.5ms	3.5"	$689.95	$788.95
2.2GB-Fast Wide	VP32210SW	5400	8.5ms	3.5"	$775.95	$874.95

EMPIRE SERIES®

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
2.1GB-Fast SCSI-III	2100S	5400	9.5ms	3.5"	$629.95	$728.95

! 2 year warranty on all Quantum drives - 5 year on all over 1.0GB - 1 year on all 2.5"

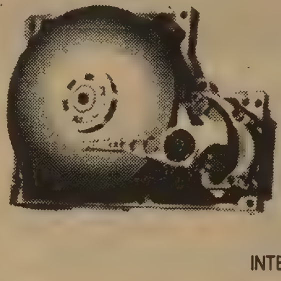
▶ FACTORY NEW WITH FULL FACTORY WARRANTY

Seagate

BARRACUDA SERIES®

2.1GB SCSI-II - AV READY

- ST32550N
- Barracuda II
- 3.5"x1", 8ms
- 7200RPM
- 512K cache
- Fast SCSI-II
- 800,000MTBF
- 5 year warranty



Low Price Guarantee*

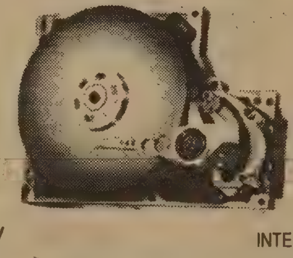
INTERNAL **$919.95**

External.. $1018.95

HAWK IV SERIES®

4.3GB SCSI-II - AV READY

- ST15230N
- Hawk IV
- 3.5", 9ms
- 512K cache
- 5400RPM
- Fast SCSI-II
- 800,000MTBF
- 5 year warranty



Low Price Guarantee*

INTERNAL **$1019.95**

External.. $1118.95

IDE

CAPACITY	M/N	CACHE	SEEK	SIZE	PRICE
540MB-ATA	ST3660A	ATA	14ms	3.5"X1"	$162.95
850MB-Fast ATA-2	ST5850A	256K	11ms	3.5"X1"	$208.95
1.08GB-Fast ATA-2	ST31220A	ATA-2	12ms	3.5"X1"	$199.95
1.08GB-Fast ATA-2	ST51080A	128K	11ms	3.5"X1"	$249.95

SCSI

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
1.05GB-SCSI-II	ST31230N	5400	9ms	3.5"X1"	$389.95	$488.95
1.05GB-Fast Wide	ST31230W	5400	9ms	3.5"X1"	$429.95	$528.95
2.1GB-SCSI-II	ST32430N	5400	9ms	3.5"X1"	$789.95	$888.95
2.1GB-Fast Wide	ST32430W	5400	9ms	3.5"X1"	$859.95	$958.95
2.1GB-SCSI-II	ST32550N	7200	8ms	3.5"X1"	$919.95	$1018.95
2.1GB-Fast Wide	ST32550W	7200	8ms	3.5"X1"	$999.95	$1098.95
4.3GB-SCSI-II	ST15150N	7200	8ms	3.5"	$1339.95	$1438.95
4.3GB-Fast Wide	ST15150W	7200	8ms	3.5"	$1385.95	$1484.95
4.3GB-SCSI-II	ST15230N	5400	9ms	3.5"	$1019.95	$1118.95
4.3GB-Fast Wide	ST15230W	5400	9ms	3.5"	$1149.95	$1248.95
9.0GB-SCSI-II	ST410800N	5400	10ms	5.25"	$2249.95	$2449.95

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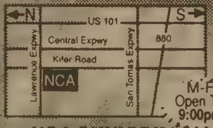

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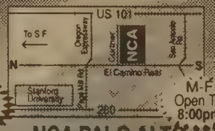

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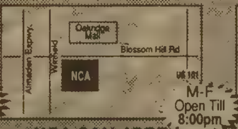

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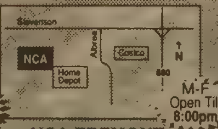

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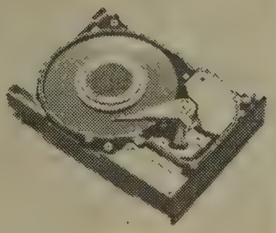
HARD DRIVES

MICROPOLIS

9.1GB 5.25" FAST SCSI-II

- MC1991
- 12ms Seek Time
- 5400RPM
- 5.25"
- 650,000MTBF
- 5 year warranty



$2099.95

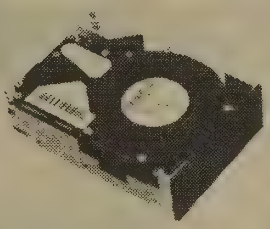
Novell Labs Tested & Approved

5 YEAR WARRANTY

EXTERNAL...$2299.95

4.0GB 3.5" FAST SCSI-II

- MC3243S
- 8.5ms Seek Time
- 7200RPM
- 3.5"
- 5 year warranty



$1199.95

Novell Labs Tested & Approved

5 YEAR WARRANTY

EXTERNAL...$1298.95

2.0GB 3.5" FAST SCSI-II

- MC4221
- 8.5ms Seek Time
- 7200RPM
- 3.5"
- 5 year warranty

$899.95

Novell Labs Tested & Approved

5 YEAR WARRANTY

EXTERNAL...$998.95

SCSI

CAPACITY	M/N	CACHE	SEEK	SIZE	Internal	External
2.0GB	MC4221	7200	8.5ms	3.5"	$899.95	$998.95
2.0GB	MC4221AV		Audio/Video	3.5"	$949.95	$1048.95
4.0GB	MC3243S	7200	8.5ms	3.5"	$1129.95	$1228.95
4.0GB	MC3243AV		Audio/Video	3.5"	$1289.95	$1388.95
9.1GB	MC1991	5400	12ms	5.25"	$2099.95	$2299.95
9.1GB	MC1991AV		Audio/Video	5.25"	$2299.95	$2499.95

FUJITSU®

Novell Labs Tested & Approved

Low Price Guarantee*

2.17GB SCSI-II 3.5"X1"

- 2915SA
- 3.5"X1" Drive
- 9ms Seek Time
- 512K cache
- 3-Year Warranty

NEW!

$699.95

EXTERNAL...$798.95

IDE

CAPACITY	M/N	CACHE	SEEK	SIZE	PRICE
525MB	M1603TAU	512K	10ms	3.5"X1"	$165.95
530MB	M2684TAU	256K	12ms	3.5"x1"	$155.95
1.0GB	1606TAU	512K	10ms	3.5"x1"	$229.95

SCSI

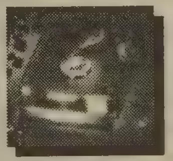
CAPACITY	M/N	CACHE	SEEK	SIZE	Internal	External
525MB	M1603SAU	512K	10ms	3.5"x1"	$189.95	$288.95
530MB	M2684SAU	256K	12ms	3.5"x1"	$169.95	$268.95
1.0GB	M1606SAU	512K	10ms	3.5"X1"	$319.95	$418.95
2.17GB	2915SA	512K	9ms	3.5"X1"	$699.95	$798.95

HEWLETT PACKARD

High Quality Hard Drives

1.2GB SCSI-II 3.5"X1"

- HP 3724
- 9.5ms Seek Time
- 5400RPM
- 512K cache
- Up to 20Megabytes/s burst(synchronous)
- 5-Yr. Warr.

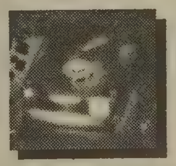


$379.95

EXTERNAL ... $478.95

2.1GB SCSI-II 3.5"X1"

- HP 3725S
- 8.9ms Seek Time
- 6400RPM
- 512K cache
- 57 Mbits/s Trans. Rate
- Up to 20Megabytes/s burst(synchronous)
- 5-Yr. Warr.
- 800,000 MTBF



$729.95

EXTERNAL ... $828.95

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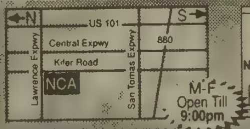

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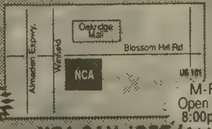

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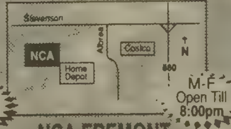

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EXTERNAL SUB-SYSTEMS

NCA's *High Quality*
EXTERNAL SCSI DEVICES *for PC, MAC, SUN, & SILICON GRAPHICS*

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- Selectable SCSI ID.
- External Termination / includes a terminator
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- External PC Kits Available

— Mac Formatting Software —

$9.99 w/purchase of any External CD-ROM drive

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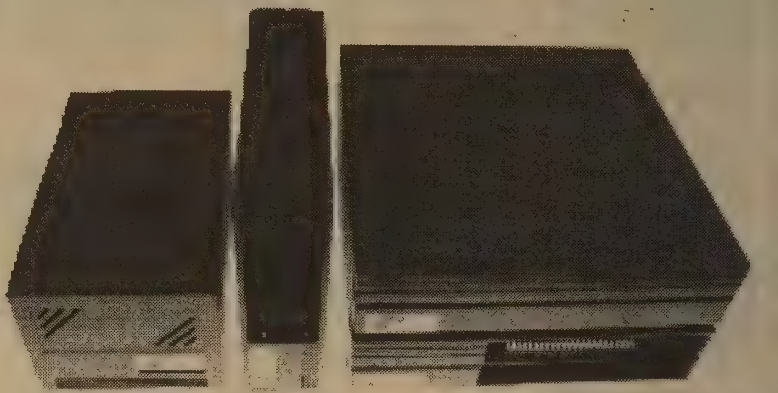

"ONE STOP" SuperSource for Virtually Every SCSI Drive Made today.

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SIZE	INT. DRIVE	SEEK	WARRANTY	PRICE
540Mb	Quantum Maverick	14ms	2.Yr	$264.95
525Mb	Fujitsu	10ms	2Yr	$288.95
530Mb	Fujitsu	12ms	2Yr	$268.95
730Mb	Quantum Lightening	11ms	2Yr	$284.95
850Mb	Quantum Trailblazer	14ms	2Yr	$344.95
1.0Gb	Quantum Fireball	11ms	2Yr	$414.95
1.0Gb	Conner CPS1060	10ms	5Yr	$388.95
1.0Gb	Conner	FAST WIDE	5Yr	$648.95
1.0Gb	Conner CPS1080	11ms	5Yr	$388.95
1.0Gb	IBM	10.5ms	5Yr	$398.95
1.0Gb	Fujitsu	10ms	3Yr	$418.95
1.05Gb	Seagate	9ms	5Yr	$488.95
1.05Gb	Seagate-FW	9ms	5Yr	$528.95
1.2Gb	HP3724S	9.5ms	5Yr	$478.95
2.0Gb	Micropolis	8.5ms	5Yr	$998.95
2.1Gb	Quantum XP32150S	8.5ms	5Yr	$964.95
2.1Gb	Quantum XP32150SW	Fast SCSI-2	5Yr	$1008.95
2.14Gb	Conner 2105S	8.5ms	5400rpm	$778.95
2.14Gb	Conner 2107S	8.5ms	7200rpm	$848.95
2.1Gb	Seagate ST32430N	9ms	5Yr	$888.95
2.1Gb	Seagate ST32430W	Fast Wide	5Yr	$958.95
2.1Gb	Seagate ST32550N	9ms	5Yr	$1018.95
2.1Gb	Seagate ST32550W	Fast Wide	5Yr	$1098.95
2.1Gb	HP3725S	8.9ms	5Yr	$828.95
2.17Gb	Fujitsu 29155A	9ms	3Yr	$798.95
2.2Gb	Quantum VP32210S	8.5ms	5Yr	$788.95
2.3Gb	IBM	7.5ms	5Yr	$1168.95
4.0Gb	Micropolis	8.5ms	5Yr	$1298.95
4.2Gb	Conner	8.5ms	7200rpm	$1148.95
4.2Gb	Quantum XP34301GPS	8.5ms	7200rpm	$1098.95
4.2Gb	Quantum XP34301SW	8.5ms	7200rpm	$1098.95
4.3Gb	Seagate 15230N	9ms	5Yr	$1118.95
4.3Gb	Seagate 15230W	FAST Wide	5Yr	$1248.95
4.3Gb	Seagate 15150N	8ms	5Yr	$1438.95
4.3Gb	Seagate 15150W	Fast Wide	5Yr	$1484.95
4.3Gb	Quantum XP34300S	8.5ms	7200rpm	$1578.95
4.3Gb	Quantum XP34300SW	8.5ms	7200rpm	$1638.95
4.5Gb	IBM-Ultra Star XP Series	8ms	7200rpm	$1598.95

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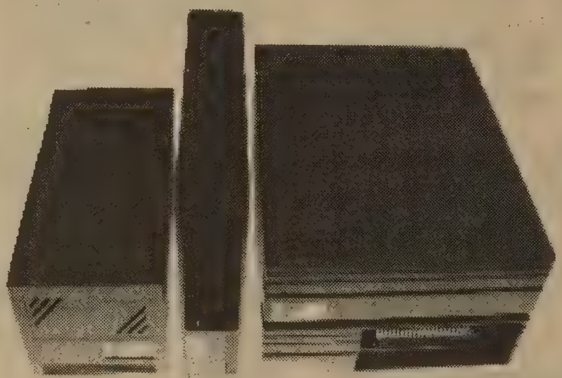
High Quality
External FH Fixed SCSI Disk Drives

SIZE	MAKE	SEEK	WARRANTY	PRICE
9.0Gb	Seagate 410800N	10ms	5Yr	$2449.95
9.1Gb	Micropolis 1991	10ms	5Yr	$2299.95
9.1Gb	Micropolis 1991AV	Audio/Visual	5Yr	$2499.95



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External Fixed SCSI Backups

SIZE	MAKE	MODEL	TYPE	PRICE
250Mb	WangTek	5150ES	1/4"	$405.95
250Mb	Connor TapeStor	2150S	1/4"	$395.95
525Mb	Conner TapeStor	2525S	1/4"	$555.95
525Mb	WangTek	5525S	1/4"	$515.95
1.3Gb	Connor TapeStor	2750	1/4"	$897.95
1.5Gb	Exabyte	FS1G		$899.95
2.5Gb	Exabyte	EXB8205	8mm	$1389.95
5.0Gb	Exabyte	EXB8505	8mm	$2279.95
2.0Gb	HP	35470	4mm	$864.95
2.0Gb	Connor Python	4320NT	4mm	$895.95
2.0Gb	WangDat	3100	4mm	$845.95
4.0Gb	Connor Python	4324 Turbo	4mm	$933.95
5.0Gb	Exabyte	EXB4200C	4mm	$965.95
2-4.0Gb	HP	35480	4mm	$947.95
4-8.0Gb	WangDat	3200	4mm	$889.95
4-8.0Gb	WangDat	3400Dx	4mm	$1088.95
4-8.0Gb	HP	C1533A	4mm	$1117.95

EXTERNAL SCSI CD ROMs:

SIZE	MODEL	SEEK	TRANSFER	PRICE
TOSHIBA	3601B	150ms	600Kb	$378.95
TOSHIBA	5301B	150ms	600Kb	$348.95
NEC	6Xe	145ms	900kb	$585.95
Plextor	Six-Speed		900kb	$564.95
Plextor	Quad-Speed 256 CACHE		600kb	$408.95
PIONEER	604X (6 disk changer)	300ms	612Kb	$788.95
PIONEER	124X Quad Speed	150ms	676Kb	$358.95
PIONEER	1804 (18 disk changer)	300ms	614Kb	$1778.95
Backpack	DOUBLE-SPEED	250ms	300kb	$297.95
Backpack	QUAD-SPEED	300ms	600kb	$384.95
Addonics	Double-Speed			$225.95
Addonics	QUAD-SPEED			$310.95

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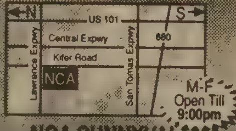

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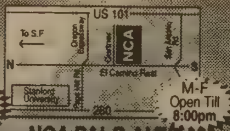

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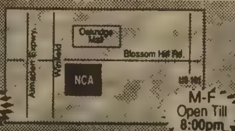

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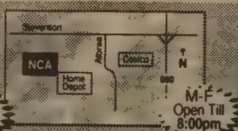

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4GB *External* 4mm 3.5" SCSI DAT TAPE BACKUP

INCLUDES: ONE CARTRIDGE & NOVABACK BACKUP SOFTWARE

- 732 Kbytes/Sec Transfer Rate (Sustained)
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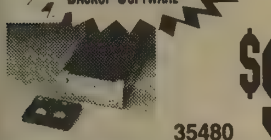

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SCSI 4mm DAT

CAPACITY	MODEL	INT.	EXT.
2.0GB	35470 DAT	$754.95	$864.95
2-4GB	35480 DAT (bare drive)	$848.95	$947.95
4-8GB	C1533A	$1009.95	$1117.95
HP Mounting Bracket for DAT tape drive		$35.95	

WangDAT™

Internal 4-8GB **$984.95**

3400DX DAT Tape Backup External $1088.95

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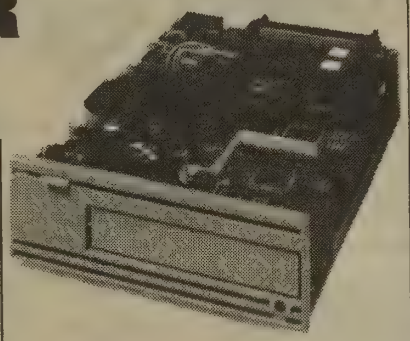

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1.3GB SCSI-II Tape Drive

◆ 36MB/MIN ◆ SCSI-2 ◆ 1/4" TAPE UNIT

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EXTERNAL.. $897.95

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◆ 6MB/MIN ◆ SCSI ◆ 1/4" TAPE UNIT

INTERNAL.. $317.95

EXTERNAL.. $395.95

Int. W/Software $379.95

2525S
525MB SCSI-II Tape Drive

INTERNAL.. $445.95

EXTERNAL.. $555.95

Int. W/Software $539.95

PYTHON *SCSI 4mm DAT Tape Backups*

◆ 1MB Cache Buffer ◆ 11MB/MIN.

2 GB. 4320 NT INT. $790.95 EXT. $895.95

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EXABYTE® FS1G

1.5 GB SCSI Tape Storage

COMPLETE SYSTEM INCLUDES:

- Internal FS1G Tape Drive
- Adaptec 16-Bit SCSI Controller Card
- File Secure Software • One Data Cartridge
- Up to 30 MB/Min. Transfer Rate

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CAPACITY	MODEL	INT.	EXT.
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2.5 GB 8mm DAT Subsystem

CAPACITY	MODEL	INT.	EXT.
2.5GB	EXB-8205	$1279.95	$1389.95

5 GB 8mm DAT Subsystem

CAPACITY	MODEL	INT.	EXT.
5.0GB	EXB-8505	$1988.95	$2279.95

WANGTEK

SCSI Tape Drive

CAPACITY	MODEL	INT.	EXT.
250MB	5150S	$305.95	$405.95
525MB	5525S	$475.95	$515.95

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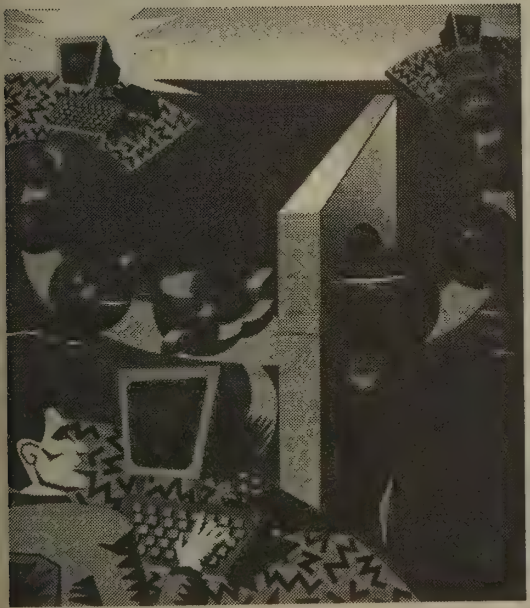

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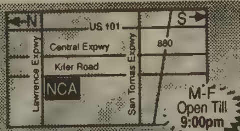

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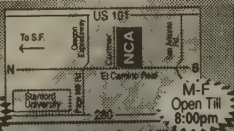

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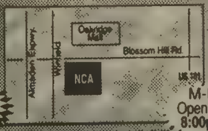

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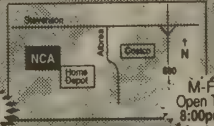

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MicroSolutions
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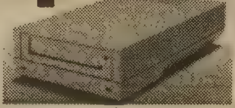
backpack Tape Drive



350MB Parallel Port External Tape Backup

- 2 Year Warranty
- QIC 80 uses 2120 tapes
- Software for unattended backups
- Twice as fast as internal floppy drive
- Window and DOS Software Included

$279.95

800MB Parallel Port External Tape Backup

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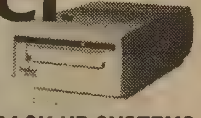
$304.95

Trakker



PARALLEL PRINTER PORT
EXTERNAL TAPE BACK-UP SYSTEMS

RUNS OFF PARALLEL PRINTER PORT

CAPACITY	MODEL/TYPE	EXTERNAL
350MB TRAKKER	350	$275.95
800MB TRAKKER	800	$304.95

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DC 6000 • 525MB native • 1.05GB compressed • Uses QIC-525		INTERNAL EXTERNAL	$669.95 $749.95
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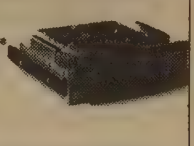
DC 6000 • 1.2GB native • 2.48GB compressed • Uses QIC-1GB		INTERNAL EXTERNAL	$939.95 $1099.95
4.0GB	**PT-50**		
DC 6000 • 2.08GB native • 4.08GB compressed • Uses QIC-2GB		INTERNAL EXTERNAL	$1149.95 $1379.95

COLORADO MEMORY SYSTEMS



RUNS OFF FLOPPY PORT

CAPACITY	MODEL/TYPE	INTERNAL
350MB	DJ35 JUMBO350	$124.95
800MB	T-1000 (TRAVAN TYPE DRIVE)	$159.95
1.4GB	DJ50 JUMBO1400 w/CONTROLLER	$239.95

350MB UPGRADE KIT (FROM 250MB TO 350MB)	$49.95
EXTERNAL KIT WITH CARD AND CABLES KE-10	$109.95
EXTERNAL TAPE PORT AB-11	$26.95
FC-20 TAPE CONTROLLER, WITH CABLES	$85.95
TC-15 HIGH PERFORMANCE 16-BIT CONTROLLER	$179.95

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420MB 420FBE	
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EXTERNAL	$279.95
800MB TST800(TRAVAN TYPE DRIVE)	
INTERNAL	$185.95
EXTERNAL	$286.95
1.7GB TSM1700	
INTERNAL	$309.95
4.0GB 4000RFBC	
INTERNAL	$519.95

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- Automatic configuration
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- Easy operation from batch files

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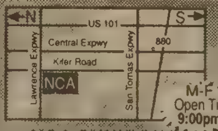

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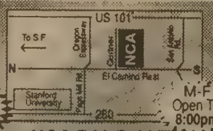

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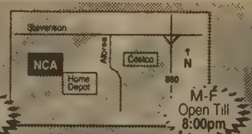

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- HP C1716T
- SCSI-2 1.3GB

INTERNAL **$1999.95**

EXTERNAL.....$2299.95

EXTERNAL C2550 WITH CARTRIDGE **$2419.95**

1.3GB Cartridge: $99.95

FUJITSU

230MB Rewritable, Removable Optical SCSI Drives

External SCSI 230MB, 3.5" Rewritable Optical
- External optical drive
- Using 2512 internal
- Includes 1 cartridge
- Fast seek time
- 3600RPM
- 256K Cache
- Software for MAC(free upon request)

$639.95

Internal 230MB, 3.5" Rewritable Optical
- Bare optical drive
- 2512
- Low Profile, Only 1"
- 3600RPM
- 256K Cache
- Fast Seek Time

$525.95

RECORDABLE CD DRIVES

HEWLETT PACKARD

NEW!

HP SureStore CD-Writer 4020i

Internal SCSI-2 650MB, 5.25" Recordable CD Drive

Comes with a complete software suite for creating custom CDs, along with the necessary media, cards, and cables to begin recording immediately.

- **C4324A**
- 650MB, 74 minutes audio recording
- <390ms access time
- Write speed: 1x(150KB/sec), and 2x (300KB/sec)
- Read speed: 1x, 2x, and 4x (600KB/sec)
- 1MB recorder buffer

$1099.95

PINNACLE MICRO

RCD 1000 - External for Macintosh	$1429.95
RCD 1000 - PCA20 - Ext. for PC W/ Adaptec 1520	$1429.95
RCD 1000PCAi/20 - Int. for PC W/ Adaptec 1520	$1265.95

All Pinnacle Micro recordable CD drives come with SCSI cable, terminator and premastering software

Recordable media: RCD74 - 74 min $19.95

IBM

NEW!

IMAGESTAR FAMILY

230MB, INTERNAL BASIC MAGNEDO REMOVABLE 3.5"	$559.95
230MB INTERNAL KIT MAGNEDO REMOVABLE 3.5"	$659.95
230MB EXTERNAL MAGNEDO REMOVABLE 3.5"	$689.95
1.3GB INTERNAL MO 5.25" REMOVABLE HH (SINGLE)	$1739.95
1.3GB EXTERNAL MO 5.25" REMOVABLE FH (SINGLE)	$2075.95

FLOPPY DRIVES

TEAC	1.44MB 3.5"	$37.95
	1.2MB 5.25"	$45.95
	1.2/1.44MB Dual Drive	$91.95
MITSUMI	1.44MB 3.5"	$29.95
	1.2MB 5.25"	$39.95

With bracket on any floppy drive, add $6

REMOVABLES

SyQuest

High Quality Removable Drives

88MB SYQUEST REMOVABLE

External 88MB Drive
- 88MB Cartridge
- Cables
- Reads & Write Both 44 & 88 MB
- Installation Software (for MAC)
- PC Software Included With Controller Purchase

$375.95

Internal Bare Drive $259.95

105MB 3.5" SYQUEST REMOVABLE

External SCSI 105MB Drive
- 14ms Seek Time
- 105MB Cartridge
- Cables
- Installation Software (for MAC)
- PC Software Included With Controller Purchase

$375.95

Internal SCSI Bare Drive $233.95

Internal IDE Bare Drive $179.95

200MB SYQUEST REMOVABLE

External 200MB Drive
- 200MB Cartridge
- Cables
- Installation Software (for MAC)
- PC Software Included With Controller Purchase

499.95

Internal SCSI Bare Drive $357.95

270MB SYQUEST REMOVABLE

External SCSI Drive
- External 270MB 3.5" SCSI Removable Cartridge Drive
- Unlimited Storage Capacity
- 270MB External Drive
- Cables & Software for MAC
- 13.5ms Seek Time
- Includes one cartridge

$467.95

Internal Bare IDE Drive $333.95

Internal Bare SCSI Drive $338.95

SYQUEST MEDIA

CAPACITY	SINGLE	5-PACK
44MB Cartridge (5.25")	$46.95	$225.95
88MB Cartridge (5.25")	$52.95	$255.95
105MB Cartridge (3.5")	$57.95	$275.95
200MB Cartridge (5.25")	$79.95	$389.95
270MB Cartridge (3.5")	$63.95	$310.95

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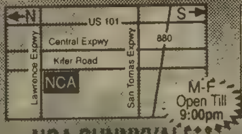

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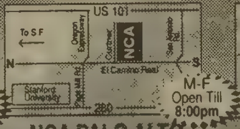

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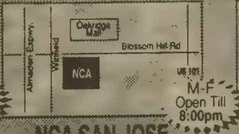

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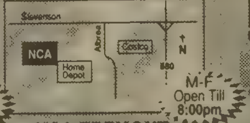

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CONTROLLER CARDS

SCSI CONTROLLERS

adaptec

AIRport™ 2000

Wireless infrared port for simple, quick file transfer between PCs.

- Features APA-9320 infrared adapter
- Supports speeds from 9,600Kbps thru 115,200Kbps
- File transfer and synchronization software included
- Custom lens and two LEDs for increased range
- Three power options for flexibility
- Simple connections to the PC serial port
- Dual position design for convenience

NEW!

$94.95

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
AHA-1460	Slim SCSI PCMCIA SCSI Card	$195.95
1505	TOTAL CD 16-BIT SCSI-II	$55.95
1515	Total Connect ISA to SCSI host adapter w/ BIOS	$85.95
1522	16-BIT 7HD/2FD KIT	$135.95
1542CP	BUS MASTER COMPLETE KIT	$235.95
2742/W	Fast Wide SCSI EISA	$347.95/$375.95
2825VL	TOTAL ADVANTAGE VL	$155.95
2842A	Fast SCSI-II VESA	$231.95
AHA-2940	PCI SCSI MASTER RISC-BASED I/O	$249.95
AHA-2940W	PCI FAST-WIDE SCSI	$304.95
AHA-2940UW	Ultra Wide PCI host adapter	$CALL
APA-348	SlimSCSI PLUS	$119.95
APA-358	SlimSCSI EPP	$155.95
AVA-4510	Card Park Dual Slot ISA to PCMCIA adapter	$177.95
3940	Twin Channel PCI	$405.95
3940W	Twin Channel PCI wide	$474.95
3985	PCI RAID Adapter w/ 3RISC Processors	$709.95

DTC DATA TECHNOLOGY

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
DTC3130B	PCI 32-Bit PCI SCSI Bus Master w/Bios	$119.95
DTC3274VL	SCSI-II Bus Mastering	$179.95

qlogic Corp.

FAST!SCSI EISA FL

Host Adapter Card for the EISA Bus

- Patented 400 Series high-speed SCSI processor
- CorelSCSI for CD-ROM & HDD included FREE
- Uses a single 32-bit EISA slot
- Comprehensive software support
- 50-Pin internal SCSI cable with support for 3 devices provided
- Floppy connector supports 2 floppy drives
- Supports up to 7 SCSI devices

$199.95

Host Adapter Card for the PCMCIA Bus	$164.95
Host Adapter Card for the VESA Local Bus FL	$189.95
Host Adapter Card for the ISA Bus FL	$115.95

FAST!SCSI PCI Basic

Host Adapter Card for the PCI Bus

- High speed, single-chip SCSI processor
- Uses a single PCI slot
- SCAM level 2 upgrade
- Supports Fast SCSI-2 (10MB/sec.)
- Comprehensive software support
- CorelSCSI for CD-ROM & HDD software-FREE
- 50-pin high density external connector
- 50-pin internal connector including ribbon cable with support for 3 internal devices
- Supports up to 7 SCSI devices

$119.95

FAST!SCSI IQ PCI Wide

Host Adapter Card for the PCI Bus

- Bus Master
- Uses a single PCI slot
- Fast(10MB/sec.) & Wide(20MB/sec)SCSI cabability
- High speed ISP1020 12 MIPS RISC SCSI processor
- Supports up to 15 SCSI devices

$295.95

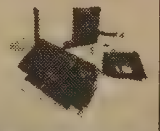
FAST!SCSI IQ PCI-10

Host Adapter Card for the PCIA Bus

- 12 MIPS RISC SCSI processor
- Over 4000 512-byte block I/Os p.s.
- Uses a single PCI slot
- Supports Fast SCSI-2 (10MB/sec.)
- CorelSCSI for CD-ROM & HDD software-FREE
- 50-pin high-density internal connector, including ribbon cable with support for 3 internal devices

$205.95

BUSLOGIC



SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
KP545C	ISA Bus Master Fast SCSI Adapter Kit	$208.95
KP445C	Bus Master Fast SCSI Kit for VL Bus	$195.95
KP742A	EISA Bus Master SCSI-II Adapter Kit	$278.95
KP747C	EISA Bus Master Fast SCSI	$298.95
KP757C	FASTWIDE SCSI Card	$348.95
KP946C	Bus Master Fast SCSI for PCI Local Bus	$254.95
KP956C	WIDE PCI Card	$307.95

IDE CONTROLLERS

NCA'S STANDARD IDE

IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
211	2HD/2FD W/16550, 1PAR, 1GAME	$25.95
223EH	2HD/2FD for VESA LOCAL BUS 16550 I/O	$44.95

BUSLOGIC

IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
KP510A	IDE Cache Contoller For PC/AT Sys.	$89.95
KP410A	IDE Cache Controller for VLB	$119.95
KP910A	IDE PCI Cache Controller	$165.95

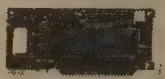
PROMISE TECHNOLOGY, INC.

IDE CACHING CONTROLLERS

IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
DC-200	ISA IDE 4HD/2FD 2.88MB Floppy support.	$87.95
DC-420VLB	VESA IDE 512K Cache	$95.95
DC-4030-VL-2	VESA IDE 2.88MB support 4HD/2FD	$105.95
DC-200M	ISA IDE 512K Cache 4HD/2FD 2.88 Support	$91.95
DC2032	ISA Caching controller	$123.95
DC-2300+	E-IDE w/16550 IO	$59.95
EIDE *MAX*	-16-bit enhanced IDE controller	$28.95

gsi™ Intelligent Accelerator/IDE Boards



IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
GSI 11	8-Bit 4FD/Tape Accelerator Board	$45.95
GSI 18	16-Bit 2 IDE Devices	$37.95
GSI 21	16-Bit 2FD/Tape Backup	$57.95
GSI 32	16-Bit Multi Port IDE/Tape & I/O	$119.95
GSI 4C	16-Bit 8-IDE Devices	$124.95
GSI 1645-V1	32-Bit VESA FAST ATA-2 E-IDE (2 DRIVE)	$CALL
GSI 1645-V2	32-Bit VESA FAST ATA-2 E-IDE (4 DRIVE)	$CALL

DTC DATA TECHNOLOGY

IDE CONTROLLERS

DTC 2278D VESA Multi I/O 2s/1p/1g Enhanced IDE	$24.95
DTC 2278E VLB Enhaced IDE, Enhanced Parallel: Serial Port	$38.95
DTC 2278EB VLB Enhaced IDE, Enhanced Parallel: Serial Port w/Bios	$42.95
DTC 2278D+ Enhanced IDE Multi-Functional I/O	$33.95

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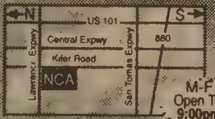

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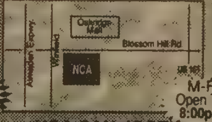

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HOLIDAY BLOWOUT

WE HAVE OVER 1000 CDs IN STOCK AT ALL LOCATIONS!!

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- Astrology Source
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- Aviator
- Best of the Mayans
- Beyond the Nine Dragons
- Bitmap Color Textures Vol. 1
- Clean Up
- Cool Crafts
- Cozumel Underwater
- Crusade in Space for Windows
- Dinosaur Draw
- Encyclopedia of Horror Sounds
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- File Manager
- First Strike
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- Food Trek
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- Handpainted Textures
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- Journey to the Planets
- King Arthur's K.O.R.T. Deluxe
- Majestic Places
- Make Contact
- Media Clips: Best of Media Clips
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- Planning for College Tuition
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- Simply Money
- Spelvin Goolie
- Texturemania
- Travel Valet
- Unique Backgrounds I
- Unique Backgrounds II
- Victor Vector/Yonda: Cyberplasm
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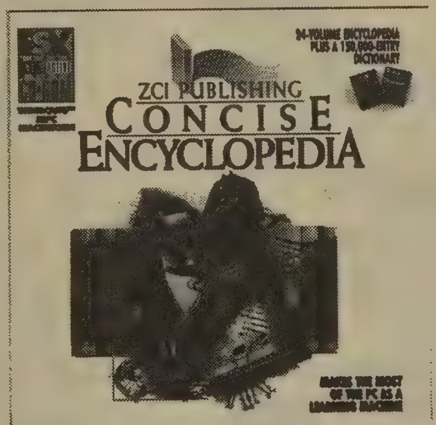
- Video Movie Guide
- Wild Places
- World View

$7.99 ea.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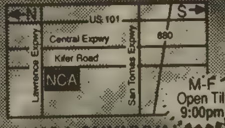

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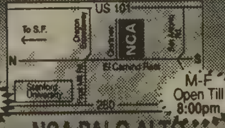

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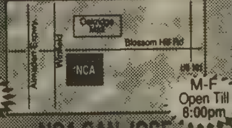

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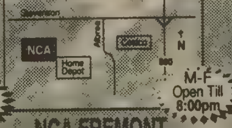

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HITACHI®

Quad-Speed IDE Multimedia Upgrade Kit

- Hitachi internal **Enhanced IDE** quad-speed CD-ROM drive
- Sound Blaster Vibra 16-bit sound card
- 240ms access time
- 600KB/sec data transfer rate
- 29 shareware titles

Sound BLASTER ENHANCED IDE

$239.95

Quad-Speed IDE Internal CD-ROM Drive

- Hitachi internal **Enhanced IDE** quad-speed CD-ROM drive
- 240ms access time
- 600KB/sec data transfer rate
- 29 shareware titles

ENHANCED IDE

$149.95

TOSHIBA

5301B
- Caddyless
- **SCSI-II** Fast Quad-Speed CD-ROM
- 150ms/600kb/sec
- Multi-spin/Multi-speed

External for PC or MAC..........$348.95

$249.95

5302B
- Caddyless
- **EIDE** Fast Quad-Speed CD-ROM
- 150ms/600kb/sec
- Multi-spin/Multi-speed
- 256K buffer

NEW!

$169.95

3601B
- Caddyless
- SCSI -II Fast Quad-Speed CD-ROM
- 150ms/600kb/sec
- Multi-spin/Multi-speed
- 256K cache

External for PC or MAC..........$378.95

$279.95

MITSUMI 4X

FX400B

Quad-Speed Enhanced IDE Internal CD-ROM Drive

- Multisession Enhanced IDE
- Software
- Caddyless
- 600MB CD capacity
- Can co-exist w/second AT CD-ROM

ENHANCED IDE

$149.95

TEAC

Ultra Speed 6X - Six Speed Internal IDE CD-ROM Drive

NEW!

- 900Kb/sec. fast data transfer rate
- 135ms access time
- 128K cache
- 100% Sound Blaster compatible
- MPC level 3 compliant
- Windows 95® compliant
- Video CD & photo CD compatible

CD56E

$299.95

Super Quad 4X - Quad Speed Internal IDE CD-ROM Drive With Interface

- 600Kb/sec. transfer rate
- 195ms access time
- Sound Blaster compatible
  INCLUDES:
- CD-ROM drive
- Installation software
- TEAC AT interface board
- Mounting hardware
- Installation cables

CD55A

$149.95

PLEXTOR

NEW!

Six-Speed SCSI-II Internal CD-ROM Drive

6PLEX

- SCSI-II **SIX-SPEED**
- 900KB/Sec.
- 256K Buffer
- MPC Level 2
- 2 Yr. warranty

$465.95

4Plex 256K cache.....**$309.95**

Sanyo

Quad Speed SCSI-II Internal CD-ROM Drive

- 600Kb/sec. transfer rate
- 190ms. access time
- 256K cache
- Caddyless
- Includes DOOM, Grolliers 95, & 29 other titles!

CRD-254SH

NEW!

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Quad Speed IDE Internal CD-ROM Drive

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- 190ms. access time
- 256K cache
- Caddyless
- Includes DOOM, Grolliers 95, & 29 other titles!

CRD-SIG

NEW!

$139.95

PIONEER®

DR-UA124X
- Internal IDE CD-ROM drive
- 128K built in buffer
- Caddyless - Power tray loading
- 150ms/ Fast 614Kb/Sec

$197.95

DR-U124X
- Internal Quad-speed SCSI CD-ROM drive
- Caddyless
- 150ms/ Fast 676Kb/Sec

NEW!

$259.95

DRM-604X
- High Speed CD-ROM
- MiniChanger, featuring QUADRASPIN™
- External SCSI/SCSI-2 Subsystem
- **6-CD ROM Magazine**
- Software for MAC or IBM
- 300ms/ Fast 612Kb/Sec

$788.95

DRM-1804X
- External SCSI/SCSI-2 Subsystem
- **Up to 18-CD ROM discs**
- 3 (6-disc) magazine changer
- 300ms/Fast 614Kb/Sec

$1778.95

6-CD Magazine.....$27.95

SONY

Quad Speed Internal SCSI-II CD-ROM Drive W/Adaptec SCSI Card

- 600Kb/sec. transfer rate
- 190ms. access time
- Includes EZ-SCSI Lite installation software
- Caddyless

CDU-76S

$299.95

Quad Speed Internal IDE CD-ROM Drive

- 600Kb/sec. transfer rate
- 190ms. access time
- Caddyless

NEW!

CDU-77E

$179.95

Enhanced IDE Internal CD ROM Drive

- 250ms. access time
- Works w/any EIDE controller
- Caddyless, MPC level 2

CDU-55E

$99.95

Double Speed Internal IDE CD-ROM Drive W/Controller Card

- 300Kb/sec transfer rate
- Controller card
- Photo CD compatible

CDU-33A

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backpack CD-ROM Drive MicroSolutions

Quad-Speed Parallel Port External CD-ROM Drive

- No Slot plug-n-play
- Motorized tray
- Multisession Kodak Photo CD compatible
- Ideal for Notebooks or Desktops
- DOS OS/2 Device drivers
- Supports new high speed EPP & IEEE 1284 ports

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Double-Speed Parallel Port External CD-ROM Drive

- 250ms
- 300Kb/sec.
- Double-Speed High Performance Drive
- Ideal for Notebooks or Laptops
- Supplied device drivers
- Multi-Session Photo CD compatible

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Portable External Double Speed Parallel Port CD-ROM Drive

- Portable double speed ATAPi CD-ROM drive - use anywhere
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- Easy to use - no jumper ID setting
- Built in switchable power supply (100-240 volts)
- Audio output (RCA jack) for audio CD playback
- Concurrent disk access and printing
- Includes cables, driver, and installation disk

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- Portable quad speed ATAPi CD-ROM drive - use anywhere
- CADDYLESS - Front tray loading mechanism
- Easy to use - no jumper ID setting
- Built in switchable power supply (100-240 volts)
- Audio output (RCA jack) for audio CD playback
- Concurrent disk access and printing
- Includes cables, driver, and installation disk

$310.95

NEC

MultiSpin 6Xi

Six-Speed SCSI-II CD ROM Kit

- 900Kb/sec. CD-ROM reader
- 220ms access time
- 256K cache
- Full audio & XA ready
- Multisession Photo CD
- CD-1 (FMV), video CD playback
- Complete with SCSI data cable and interactive tutorial CD

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External for PC or MAC: $585.95

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FeaturingNEC 6X CD-ROM Drive

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- 190ms access time
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- Includes DOOM, Grolliers 95, & 29 other titles

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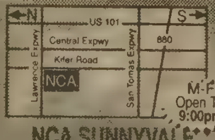

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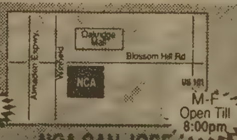

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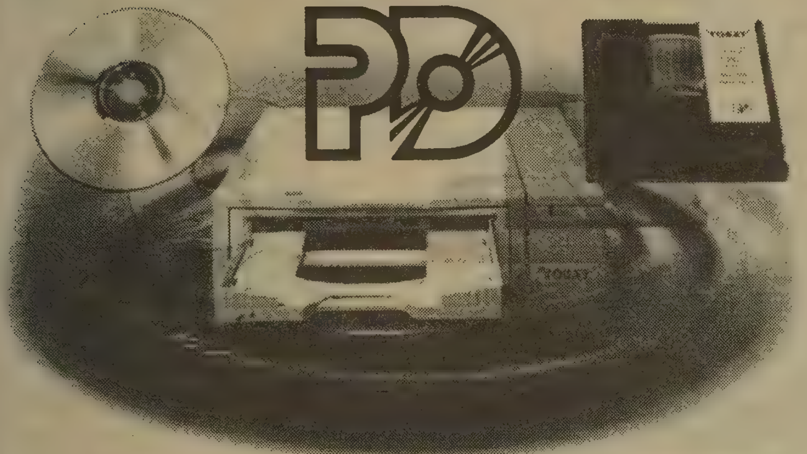

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ONE YEAR WARRANTY FOR THE DRIVE,
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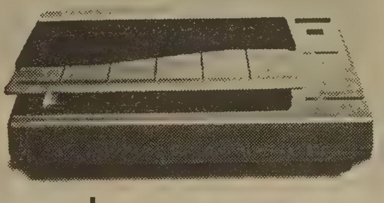

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- **SCSI-II/PC or Mac**
- A6000C-Viewstation
- 8.5"x14" scanning area
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Missing Line Compensation
TWAIN Compatible
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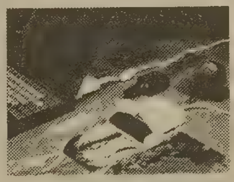
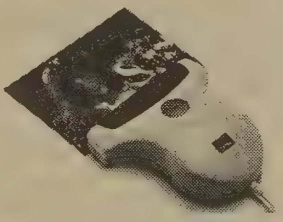
-PhotoStacker Plus - JPEG Image Processing Software with AutoStitch

$109⁹⁵



Handheld True Color Scanner Kit for Windows



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INCLUDES

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-ViewScan™ Color 16M A2000C
-Missing Line Compensation
-MagicStitch & TWAIN Compatible
•SOFTWARE
-GO-CR - OCR Software
-PhotoStacker Pro - Image Processing Software

Handheld Grayscale Scanner

INCLUDES

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- GO-CR - OCR Software
- PhotoStacker™ Plus - JPEG Image Processing Software with AutoStitch

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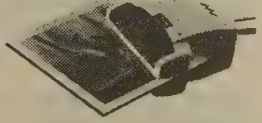

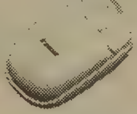

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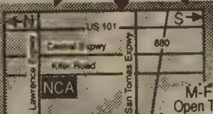

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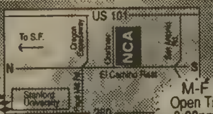

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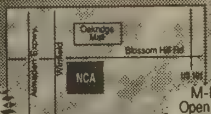

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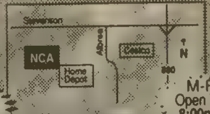

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16-bit wavetable, 16 stereo channels, expandable to 192 general MIDI instrument set, Dedicated Digital Sound Processor, integrated stereo.

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Experience full screen, full motion, full color video on your PC and TV with TeleMPEG Pro. Unlike standard MPEG boards, TeleMPEG Pro delivers more than just the ability to play CD movies on your PC - TeleMPEG Pro has a special video out feature that lets you watch CD movies on your TV! You can also play live-action interactive games, watch feature length concerts and movies, or use interactive educational reference manuals - all in 16-bit CD quality sound.

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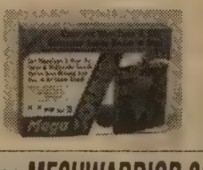

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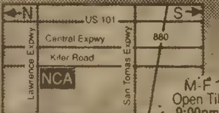

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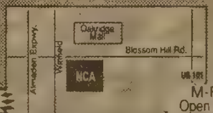

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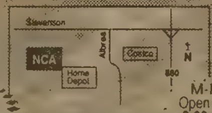

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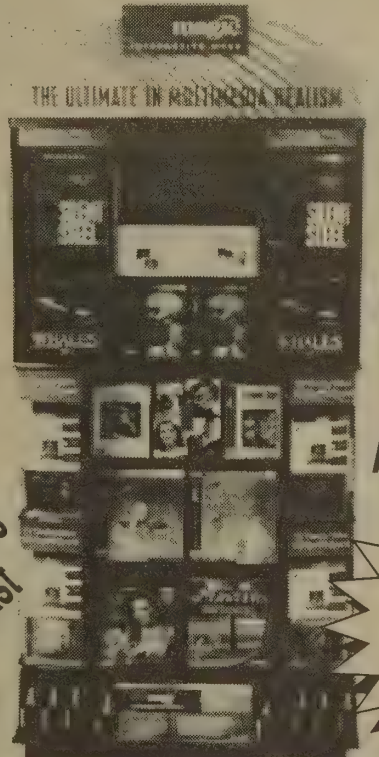

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Miro's DC1 tv Video Capture Board Delivers Full Screen 640X480 Full Motion 30fps Video Output And Non Linear Audio & Video Editing To The Personal Computer At A Remarkable Price!

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- Frame-accurate controll of multiple analog & digital video sources
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Miro's DC1 tv Video Capture Board and Miro's VIDEO-Mouse bundled! Complete hardware & software pakage for contolling & editing video from analog & digital sources! it's so simple to create professional quality videos!!

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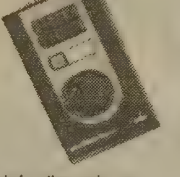

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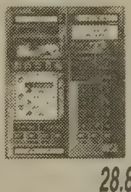

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- Feature connector for MPEG player boards
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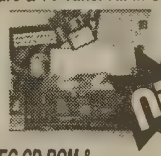
- MPEG playback w/ software included



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Includes MPEG CD-ROM & Compton's Interactive Encylopedia

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miro SOUND WAVETABLE SOUND CARD

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• YAMAHA OPL-4 WAVETABLE CHIP SET
• IDE INTERFACE FOR SONY, PANASONIC & MITSUMI

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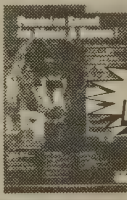

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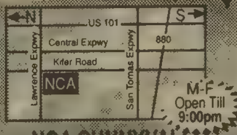

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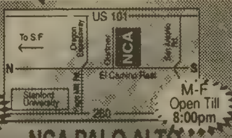

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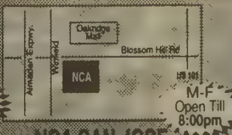

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Introducing MGA Millennium: The new dimension in graphics acceleration

NEW!

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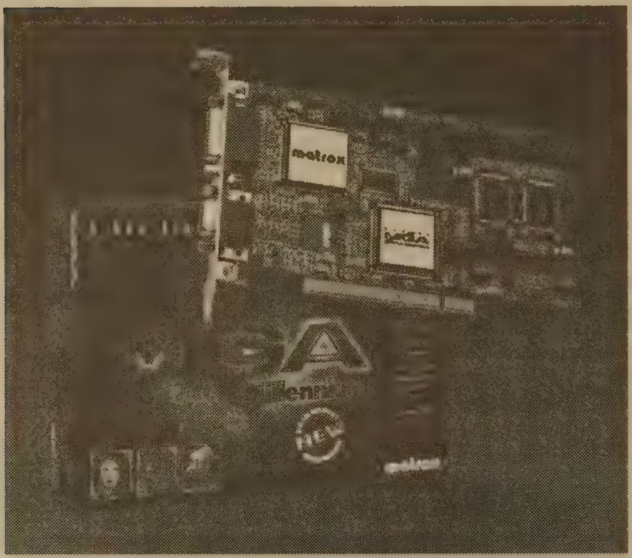

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- MGA 64-bit graphics processor (MGA-2064W)
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- Optimized PCI local bus design
- Accelerated true color, video, 3D and DOS performance
- Resolutions up to 1600x1200 in 256, 65K, 16.7M colors
- 120 Hz flicker-free screen refresh at 1024x768
- Up to 220Mhz DAC for 85Hz refresh at 1600x1200
- Base versions available with 2 or 4MB WRAM
- Upgradable to 4 or 8MB WRAM

2MB PCI version $\$339^{95}$ **4MB** PCI version $\$469^{95}$

2MB Millennium upgrade module	$\$189^{95}$
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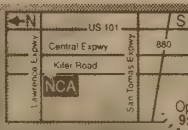

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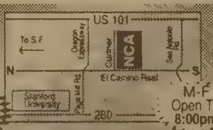

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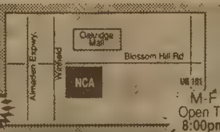

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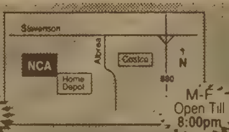

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D302	Dynamite Pro 2MB DRAM ISA Bus	$199.95
D701	Dynamite Pro 1MB DRAM VLB	$158.95
D702	Dynamite Power 2MB DRAM VLB	$192.95

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The Complete 64-Bit Solution-SuperStable Refresh Rates up to 150Hz-Unrivaled, World-Class Service & Support

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Screen refresh rates up to 75Hz,-up to 1280x1024, high color up to 16M-32BPP, Software 1MB/2MB DRAM	$92.95/$144.95
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9FX Motion 771 / 531 Graphics Accelerators

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9FX Vision 330

64-Bit Power Accelerator

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- True hardware zoom
- Place windows
- Stop Box
- Instant status
- ColorPerfect
- Monitor adjustment
- Energy Star

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- NEW performance standard with 128-bit acceleration
- 4MB high speed VRAM
- Drawing bandwidth up to 500 million pixels per second
- Two memory windows for simultaneous host and imagine 128 access
- 65,536 colors (16BPP) up to a resolution of 1600x1200 pixels 16.8 million colors (32BPP) up to 1152X864 pixels
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- Simultaneous processing of sixteen 8-bit, eight 16-bit or four 32-bit pixels

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Stealth Video PCI or VLB 1MB DRAM/2MB DRAM	$178.95/$235.95
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MPEG Video NEW!

Graphics Accelerator

- Dramatically accelerates all Multimedia CD's including games & MPC titles
- 2MB window accelerator
- 24-bit, 16.7 million colors
- Plays full motion, full screen MPEG Video CDs with CD quality sounds
- Available in PCI or VLB

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Port of Entry

- Direct connect expansion card for Jakarta
- Cable-ready television tuner
- Channel presets-select groups of channels such as sports, news, or comedy-then select from only those channels
- Frame capture, video capture
- Three video inputs and two stereo audio inputs

Works with Jazz MPEG video only!

$139.95

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- Enjoy thousands of software titles, PC games & MPEG Video DC movies that play on your PC-and watch them on your TV
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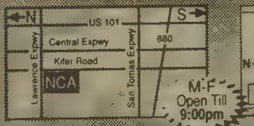

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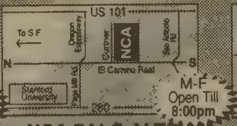

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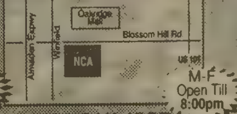

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- High performance 64-bit graphics acceleration
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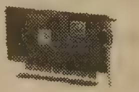
- Up to 16.7 million colors at 1280x1024 (800x600 for 2MB)
- Up to 100Hz refresh rates to help reduce eyestrain
- 2MB (upgradable) and 4MB VRAM
- Extensive Windows utilities



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2MB VRAM *PCI, ISA,VLB* **$324.95**

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Value Packed 64-bit Graphics and Multimedia Perfomance

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- Extensive Windows utilities
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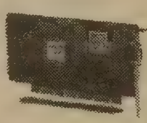
- PCI, VLB and ISA versions



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- Up to 100Hz refresh rates to help reduce eye strain
- 2MB VRAM (non upgradable)
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- Optimized for superior Windows '95 performance
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- Award-winning VIDEO-IT! is ATI's complete and affordable desktop video solution for PC users.
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True color graphics accelerator for Macintosh design and publishing professionals

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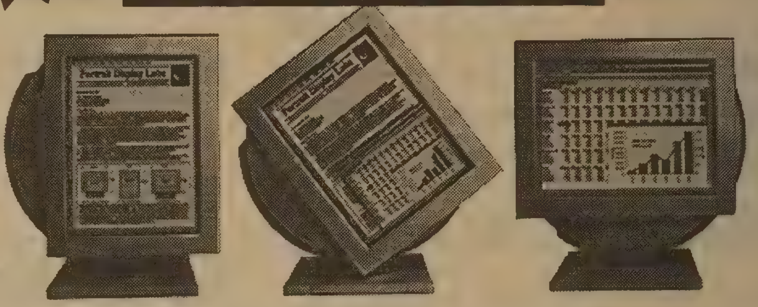

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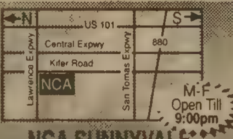

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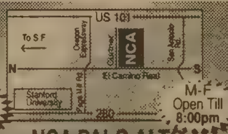

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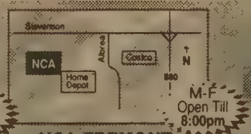

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- 1280X1024
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- 1280X1024, .25dpi
- Non-Interlaced

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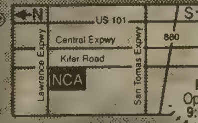

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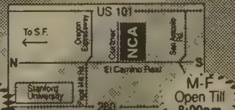

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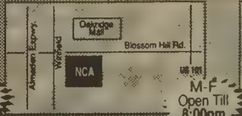

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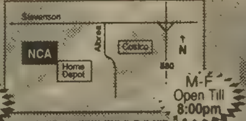

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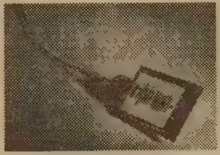
MULTIMEDIA

Ziger
LABS INC.

PCMCIA 28.8k v.34/v.FC Data/Fax Cellular Ready Modem



- V.34 28.8 Kbps data
- 14.4 Kbps Groups 1-3 fax
- Cellular data ready
- Hayes AT command set compatible
- Data & fax software included
- Easy installation and use
- Includes software for Prodigy, American On-Line, Compuserve, and QuickLink
- 5 year warranty

PC Card
A Member of PCMCIA

$229.95

PCMCIA SCSI-II Adapter

- PCMCIA release 2.01, Type I cards fit in any Type I, II, or III slot
- Connect up to 7 SCSI I or SCSI II devices through SCSI-II compliant interface
- Includes a high flexibility 3 foot 25-pin to 50-pin low density SCSI cable
- Card parameters are fully configurable for easy installation
- Performance and compatibility are enhanced through award winning **CorelSCSI** software for CD-ROM and hard disks
- 5 year warranty

PC Card
A Member of PCMCIA

$179.95

PCMCIA Multimedia 16-bit Audio Card

- Record, edit, and play back CD-ROM audio, .WAV files, MIDI, and other sound
- Add echo and other special effects to .WAV files
- Text-to-speech translation, which reads a text file using a synthesized human voice
- Hands-free operation of Windows applications with voice recognition software
- Driver routines to provide a MIDI interface to music sequences
- Sound Blaster compatibility for many games supported by the Sound Blaster Card
- 4 channel MIDI mixing
- MIDI keyboard recording

PC Card
A Member of PCMCIA

$204.95

YAMAHA WAVEFORCE™ DB50XG

WAVE TABLE SOUND DAUGHTER BOARD

WAVETABLE SYNTHESIS UPGRADE FOR THE WORLD'S MOST POPULAR SOUND CARDS

Maximum 32 notes, 16 parts (Dynamic Voice Allocation), 4 MB Voice ROM, Max. 676 voices, 21 drum kits, 11 types of reverb, 11 types of chorus, 42 types of variation

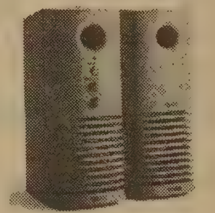
$179.95

YAMAHA POWERED MONITOR SPEAKERS

GET YOUR'S NOW BEFORE REBATE IS OVER! (rebate over Nov. 30)

YST-M5

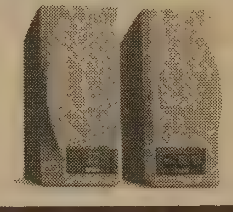
Active Servo Technology



- 3 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 90Hz-20KHz ± 3dB
- Includes AC Adapter

$28.95*

YST-M10



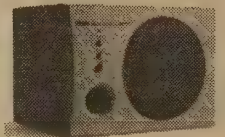
- 10 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 80Hz-20KHz ± 3dB
- Includes AC Adapter
- 4 Star Rating "MACWorld April 1994"

$63.00*

*After Instant In-Store Rebate

YAMAHA POWERED SUBWOOFER

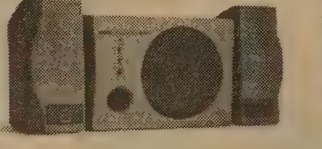
YST-MSW10



- 25 Watts
- Video shielded
- Auto On/Off Switching
- Active Servo Technology delivers Life-like sound
- 35Hz-250KHz ± 10db

$169.95

YST-SS1010



YST-MSW10 subwoofer
PLUS YST-M10 speakers
(see descriptions above)

$219.95*

*After Instant In-Store Rebate

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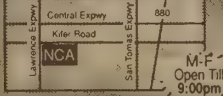

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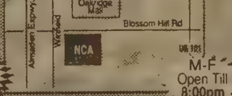

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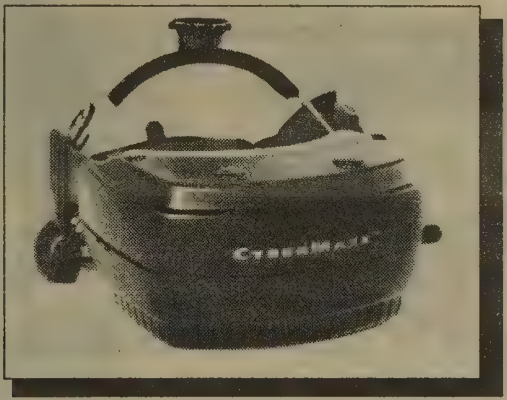
HIGH QUALITY UPGRADES

CYBERMAXX
VIRTUAL REALITY
COMPATIBLE

Total Immersion



CyberMaxx

Maxximum 3-D Sight and Sound. High fidelity, adjustable headphones and two 180,000 pixel, active-matrix, color LCDs, deliver expansive sterophonic sound and vivid, compelling, Immersive™ images compatible to arcade VR displays COSTING MANY TIMES MORE!

Maxximum Field-of-View. A wide field of view provides big-screen excitement and enhances your Immersive™ VR experience.

Maxximum Head Tracking. Real-time yaw, pitch and roll head tracking lets you explore every corner of the game and experience every pixel of this new world. Track up, down, right, left, backward and forward. You are limited only by your imagination.

Maxximum Compatibility. CyberMaxx was designed for use with IBM PC compatible computers, and uses your system's existing VGA card. CyberMaxx adaptors are also available for the Macintosh computer and your favorite video game platforms.

Maxximum Affordability. CyberMaxx is the first high-quality VR headset offered at a consumer-friendly price...and we include exciting programs at no additional cost!

Maxximum Fun. Now you can play cutting-edge games in 3D virtual reality on your home PC and lose yourself in a world borne of fantasy. Now-through the high technology magic of 3D color imaging, 3D stereo sound, and triple-axis head tracking-you can realistically go wherever your imagination takes you.....and more!

"The most exciting new product......since the Nintendo Entertainment System"
-The Chicago Tribune-

"Equivalent to systems that cost ten times as much."
-The CyberEdge Journal-

"One of the Season's ultimate gotta-have-'em gadgets."
-PC Magazine-

$759⁹⁵

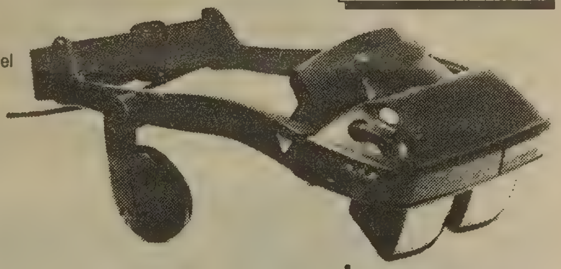
VIRTUAL I-O

VIRTUAL ENTERTAINMENT

Imagine that the Ultimate PC gaming peripheral is also a personal projection TV

Now imagine only eight ounces!

Virtual i-glasses!™



Optics
- Heads-up see-through distortion-free display
- Field of view: 30º each eye
- Fixed focus at 11' to minimize eye strain
- Requires no IPD adjustment
- 100% stereo overlap
- Can be worn with eyeglasses

Displays
- 2" full color 0.7" LCDs
- Resolution: 180,000 pixels per LCD panel
- Input: 1 NTSC channel, field sequential
- Video Mute™

Audio
- Stereo RCA connectors, 1 volt p-p
- Frequency response 20Hz-20kHz
- Excellent 3-D audio spatialization

Mechanical
- Ergonomically designed for comfort
- Weight: 8 ounces
- Clip-on immersion visor

Video Interface
- Video: single channel RCA input
- Audio: stereo RCA input

3-D Capable
- True stereoscopic imaging
- Field sequential-flicker free

Electrical
- Power supply: 110VAC in/6VDC out
- Power consumption 2.5 watts
- Easily accessed on/off switch

PC Head Tracker
- 3 degrees of freedom: pitch, roll and yaw
- 250 Hz sample rate

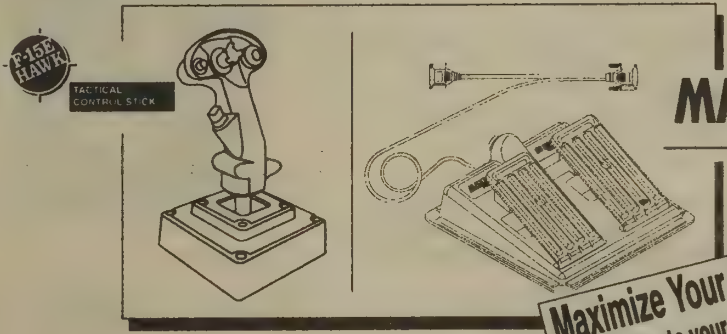
PC Interface Module
- Video: Single channel RCA input
- Audio: Stereo-input and pass-through output
- VGA interface-input and pass-through output
- No internal card or software drivers needed
- 60 or 70 Hz operations
- both field & line sequential 3-D formats

$749⁹⁵

Suncom TECHNOLOGIES

STRIKE FIGHTER SERIES™

Joystick & Rudder Control



MAXX PEDAL

Maximize Your Control
Add rudder to your simulation!

- The authentic replica of the actual flight stick found on the F-15E Strike Eagle, the premier fighter jet for the USAF.
- Offers enhanced realism for PC flight simulation
- Compatible with any joystick or yoke
- Requires IBM PC or compatible with gameport
- Fully assembled, Ready to Plug & Play

Both only....... $74⁹⁵

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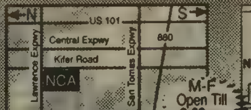

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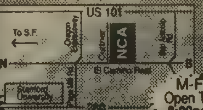

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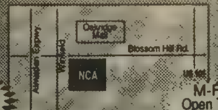

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HIGH QUALITY COMPUTER PRODUCTS

TAC SYSTEMS INCORPORATED

DOOM GUNN™

Your Prayers Have Been Answered

I approached the door cautiously.
A noise from behind warned me of the approaching enemy. I spun around and fired my last two shots. Ammo spent, I had nowhere else to turn. The door opened and upon a pedestal before me lay my last hope of survival, the M-308 Doom Gunn™. Late, but it had finally arrived from earth. Now the enemy stood no chance for survival. I slammed in the cup and was ready to complete the mission.

More instinctive and realistic game play!
Works with DOOM™ and all 3-D action games!
Single handed playability!
Quick action trigger!
Ergonomic grip!
FREE Bonus software included!
Hints and cheat codes for popular 3-D action games included!

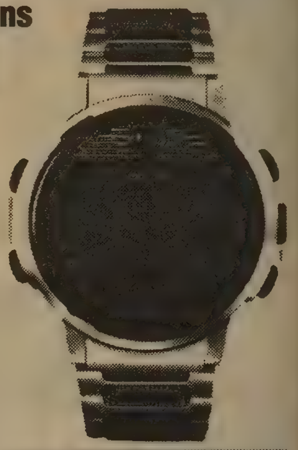
IBM PC & COMPATIBLES

$59.95

Join The Timex and Microsoft Revolution

Wireless PC to Watch Communications

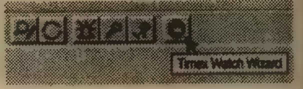
TIMEX DATA•LINK WATCH



A personal information manager on your wrist.
Download information from your PC to the Timex Data Link watch. Select information from the Microsoft and Timex Data Link software, then simply
point the watch at your PC monitor. The information, as flashing lines of light on your PC monitor, is read by the watch sensor. In seconds, up to 70 entries are loaded in the watch.

The Times Data Link watch features:
Appointments-Stores time, date, and message of appointments, and beeps to remind you before each one.
Phone Numbers-Shows name and phone numbers for quick and easy access.
Anniversaries-Reminds the watch owner of an event with a string tied-on-a-finger icon.
To-Do-Lists-Lists tasks in a memo log sorted by priority.
Time Settings-Sets watch time directly from a PC and allows users to keep track of a 2nd time zone.
Alarms-Presets up to five alarms a day, manually or by downloading from the PC.

TRADITIONAL WATCH FEATURES
•INDIGLO night-light with NIGHTMODE illuminates the entire watch display with a uniform bright light in low light conditions.
•Shows hours, minutes and seconds with 12/24 hour format option.
•Water resistant up to 100 meters.
•3 year battery life.



MICROSOFT WINDOWS COMPATIBLE

$99.95

Black leather or silver bands!

SYCOM TECHNOLOGIES

Total Recall™ - A Big-Memory Digital Recorder and Organizer That's Smaller Than Your Hand

Total Recall™ takes digital recording technology to new heights, overcoming the limitations of conventional tape recorders and surging past other digital recorders on the market today! Total recall not only enables you to easily capture your most important thoughts with a touch of a button, but also tag them for quick access wherever and whenever you wish. By conveniently tagging your VoiceNotes™ with an audible alarm, you can be sure that you remember those important ideas before it is too late.

In addition to serving as a quick message reminder device, Total Recall™ serves as a powerful dictation system. After completing a VoiceNote™ you can later edit it just as you would using a word processor. You can selectively erase portions and insert additional recordings at any location without recording over previous notes.

Total Recall™ not only takes dictation, but does filing as well. Total Recall™ is the only digital recorder that allows you to store each message in a specific "folder." By permitting you to categorize your VoiceNotes™, Total Recall™ makes it even easier to retrieve your personal VoiceNotes™.

- LCD display with memory status, alarm indicator, and battery level gauge
- 11 minutes of recording time for 100's of VoiceNotesTM
- Voice activated recording (VOX)
- Voice alarms for all notes
- Wake-up alarm
- Earphone jack for listening privacy
- AC adapter jack
- Ergonomic design: 4 3/8" x 2 1/8"x 1/2"
- Weighs only 3.5 oz.

$139.95

BrAInWorks

STAR TREK THE NEXT GENERATION™

TRANSFORMS ANY PC INTO A STAR TREK COMPUTER!

Multimedia Disk Holder

Searching the galaxy for data has never been more exiting than with this shuttle craft disk holder that stores 35 3.5" disks or 10 CD-ROMS.

$9.95

Monitor Mask and Free Mouse Pad

With this sculpted, 3-D monitor mask, your boring beige PC will never be the same! It will make you feel as if you're on the bridge of The Enterprise™! Fits any 14" or 15" monitor and comes with free mouse pad.

$17.95

Mouse and Free Mouse Pad

This sophisticated phaser is actually a two button serial mouse. PC & Windows™ compatible. The mouse pad is the STAR TREK: THE NEXT GENERATION™ insignia and it's free with purchase.

$19.95

The 24th Century Keyboard

With it's space age design, it plugs into any PC. Comes with a built in wrist rest to relieve stress and fatigue when inputting critical Starship data. Includes the exclusive BrainWorks Flashers! 7 different keyboard lightshows.

$54.95

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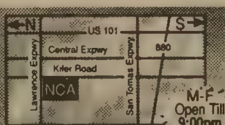

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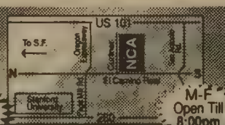

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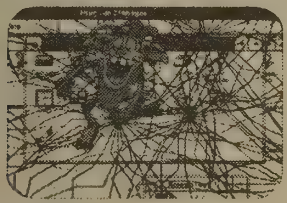
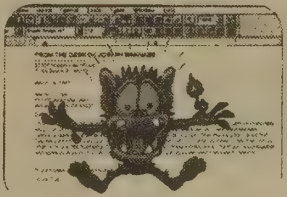
ScreenToyz

Your Choice: $44^{95}

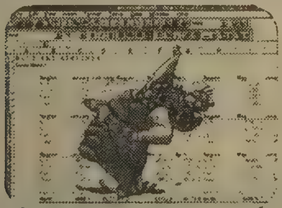
ScreenToyz from Contango, INC., gives you a choice of three wacky ardware devices that plug into the PC keyboard port and interact with cartoon-ke software. ***TNT Tad*** and his ***Detonator*** allow you to, among other things, low up that tedious spreadsheet. ***Latrina*** and her slime-filled toilet enable you o, for example, flush away your boss's e-mail. And ***Stitch*** with his high-voltage ***Knife Switch*** lets you stomp your database down to size ***Trashmaster style.***





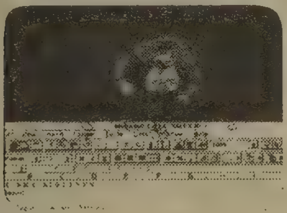
TNT Pad

In each of his crazy capers, TNT Tad will suprise you with explosive action. Watch him tempt fate as he juggles sticks of dynamite. Watch in awe as he learns his lesson that grenades are not toys! You'll have a total blast!



Latrina

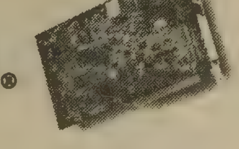
With slimy shticks like The Plunger Man, Scrubbing Bubbles, and Dog Abuse, Latrina will tickle your funny bone. Watch her bounce around your screen trying to catch flies with her tongue. Marvel at her dexterity as she plunders her way through the Dance of the Sugarslime Fairy. You'll get totally grossed out!



Stitch

Stitch comes to life in shocking adventures. Watch him run scared as he tries to evade the angry villages. Reel in horror as he digs for hidden body parts. Be touched by his gentle wooing of the beautiful Faye. You'll go to pieces!

Cardinal.



Cardinal's new voice modems are a powerful integrated messaging solution for your small or home office.

- Windows 95 ready
- Plug and Play compatible
- Sophisticated voicemail, fax and data features
- VoiceView-certified for simultaneous voice and data connections
- Includes FaxWorks and TalkShop software
- Call discrimination
- Made in USA
- Limited Lifetime warranty

NEW!

14.4 Fax-Modem With Voice Mail

- V.32bis 14.4Kbps data transmission
- Built-in digital line protection automatically prevents damage from digital PBX systems
- Supports Motorola MicroTac family of cellular phones for fax and data communications(requires compatibility kit, sold separately)
- Advanced MNP10-EC error correction for fast, reliable cellular transmissions
- Smart power management minimizes power drain and extends battery life
- Includes full-featured Windows 3.1 or Windows 95 compatible fax and data communications software
- Detects dial tone, busy, ring and modem carrier signals

82^{95}	89^{95}
Internal	External

28.8 Fax-Modem With Voice Mail

- Provides true V.34 28,800 bps data transmission with error-correction in hardware for error-free transmission
- Call discrimination to automatically detect whether an incoming call is from a fax, machine, modem or a person
- Cardinal-exclusive "Extension Detectin" means the modem is smart enough to stop taking a message when any other phone on the same line is picked up
- Attach an external speaker and you can screen calls
- Support for phone company services including distinctive ring and Caller ID
- Binary File Transfer
- Fax Error Correction Mode

V.34

165^{95}	184^{95}
Internal	External

14.4 Fax Modem-designed exclusively for Windows
Internal .... 49^{95} External .... 64^{95}

28.8 V.34 Fax Modem-Super fast, fully compatible modem
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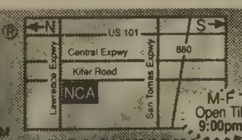

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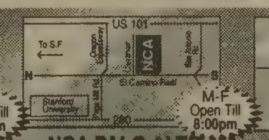

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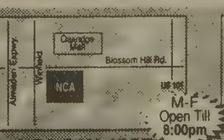

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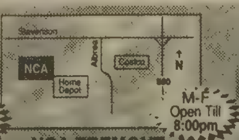

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COMMUNICATIONS

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MOTOROLA

NEW! ISDN Terminal Adapter

- More than twice as fast as the fastest modem
- Access all Internet services at super speeds: over 70,000 bits per second every time
- Acts like a modem, looks like a modem, sets up as easily as a modem...but connects at ISDN speeds
- Simultaneous voice and data on a single ISDN line
- Download digital video clips, music, speeches, high resolution color photographs from the World Wide Web and other Internet services
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- Play interactive games without annoying delays
- Everything you need for ISDN - built in NTI and ISDN line ordering codes
- Works with AT compatible software
- Easy to use and install

Windows 95® READY!

Includes Built-In NTI!

$299⁹⁵

NEW! 14.4 PCMCIA Cellular Modem

- PCMCIA release 2.0 and above, Type II compliant
- Credit card size
- High speed fax modem
- Data rates - 14.4 kpbs to 300 bps; V.32bis, V.32, V.22bis, V.22, Bell 103
- Remote configuration
- V.42bis data compression protocol
- Hayes AT command set compatible
- Low power standby modes provide maximum battery life
- Send/receive faxes at 14.4, 12, 9.6, 7.2, 4.8, and 2.4 kbps
- Fully ITU Group III compatible
- Compliant with ITU and Bell standards to communicate with a large installed base of modems
- Allows configuration of unattended remote modems
- Increases throughput to up to 57,000 bps
- Direct connect to Motorola MC² cellular phones manufactured after 6/92

$224⁹⁵

No Cellular Adapter Required

NEW! 28.8 Data/Fax Modem

- Powered by Mototola 68356 24-bit data pump with RISC technology
- True ITU V.34 technology
- High speed data modem - 28,000 bps to 300 bps
- ITU V.34, V.32bis, V.22, V.23, V.21; Bell 212, 103
- High speed fax modem with error correction
- Fully ITU Group III compatible; compatible with all Class 1 fax software packages
- ITU V.42/V.42bis and MNP 2-5 error correction and date compression
- Automatic rate adaption - adjusts the speed up or down for line conditions
- Caller ID, password, callback security and help screen functions
- Hayes compatible commands
- RS232 cable included for MAC version
- No more fuzzy faxes with Clear Fax™
- Asyncronous data rates up to 115,200 bps result in savings on line charges
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- Maximizes speed and minimizes errors for the most economical and error-free connection possiblae
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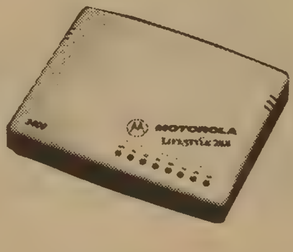
- Can record who called while you were out
- Prevent unauthorized connections - supports 2 user defined passwords, and 2 callback numbers
- Online help provides quick command reference with search capability
- Conveneint modem configuration from your keyboard

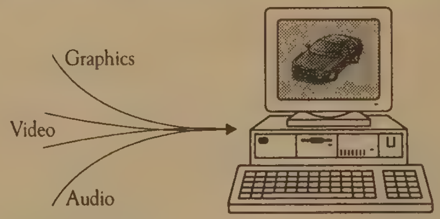


PC INTERNAL	PC EXTERNAL	MAC EXTERNAL
$185⁹⁵	$199⁹⁵	$214⁹⁵

ISDN DIGITAL NETWORK

PACIFIC BELL FASTRAK™ ISDN

Fast and Fun Access to the Internet



Pacific Bell *FasTrak ISDN* allows you to access the Internet ***faster than any modem.*** ISDN gives you graphics in an instant—you no longer have to wait for Web pages to download slowly over an analog modem. You are up to speed with ISDN. See NCA to order your Pacific Bell *ISDN*, or call ***(408) 522-8672.***

Technology ISDN BRI

Product	Monthly	Installation
ISDN Single line ISDN for business includes one metered business line	$24.82 plus usage/ $26.04 if multiple lines	$70.75 for one metered business line[1]
Home ISDN Single line ISDN for home	$24.50 plus usage[2]	$34.75 for one metered residence line[1]

[1] $125 ISDN installation fee waived for a two-year service period.

[2] Usage charged between 8 a.m. – 5 p.m., Monday through Friday.

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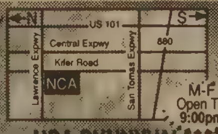

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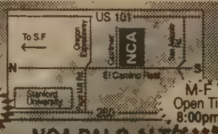

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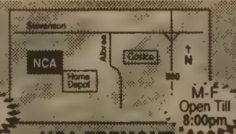

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The Fastest Hayes™ Modem For Business Communications.

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28.8BPS PCMCIA FAX MODEM

- 28.8bps. V.34/V.42bis
- Auto Installation
- Hot Insertion
- Cellular Compatiblity
- Includes XJACK,a retractable RJ11 connector that pops out to hook into a standard phone cord
- Fax Software Included

INCLUDES X JACK

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Supra Corporation®

14,400 bps Fax, 14,400 bps Data/V.42bis / MNP5

57,600 bps throughput/ Class 1 Fax, Caller ID

UNLOCK THE WORLD OF DESKTOP COMMUNICATIONS™

EXPRESS

14.4 Plus Internal

Plug & Play!

14.4 Fax/Modem for PC

Software Included:
COMit™ (Windows)
FaxTalk® (Windows)
CompuServe® Information Manager

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14.4 Plus External

14.4 Fax/Modem for PC

Software Included:
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WinFax Lite™ (Windows), FaxTalk® (DOS)
Cables & Manuals

\$92⁹⁵

28.8 Internal

V.34

Plug & Play!

28.8 Data 14.4 Fax for PC

Software Included:
COMit™ (DOS & Windows)
WinFax Lite™ (Windows), FaxTalk® (DOS)
Cables & Manuals

\$154⁹⁵

External 28.8 for PC \$169⁹⁵

14.4 Ext. MAC

14.4 Fax/Modem for MAC

- Top-Rated Data/Fax Software.
- Easy to Install, Easy to Use.
- Five Year Warranty
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28.8 Ext. MAC

V.34

The Fastest Modem for the MAC

28.8 Data/14.4FaxModem for MAC

- Software Included:
  Microphone LT, FAXcilitate™
  CompuServe Information Manager™
- Cables and Manual.

\$219⁹⁵

14.4PB Int. MAC

14.4 Fax/Modem for PowerBooks

- 14,400bps FAX/DATA
- V.42bis/MNP 5 • 57,600 bps Max Throuput
- Caller ID, SilentAnswer™
- Works in PowerBook Models 100-180
- Software Includes:
  - Microphone™ LT
  - FAXstf™, °Compuserve
  - Information Manger™, °ARA Scripts • Manuals

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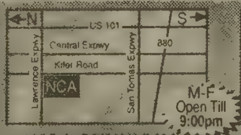

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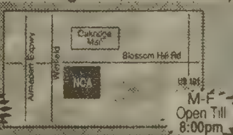

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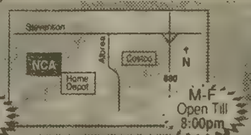

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intel inside
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FlashCard Only, No Software Needed
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NEW! $259

Meets next generation P54C CPU Specifications, 4 PCI, 4 ISA slots, Asynchronous Standard SRAM 256K Cache up to 512MB, 0MB up to 128MB RAM uses 72pin Simms TRITON Chipset, Award BIOS w/NCR PCI SCCI
2 Enhanced IDE Master Mode Ports, IDE Ports mett ATA Mode 3/4, 1 Floppy, 1 EPP/ECP Parallel, 1 Game & 2 16550 Serial Ports

CPU Sold seperately

NCA's High Quality
Dual Pentium 75/90/100MHZ Motherboard

$669

- Neptune Chipset
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- Uses 72-pin SIMMS
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75/90MHz Pentium PCI

$269 *NEW •Lower Price•*

- INTEGRATED EIDE-I/O
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- Uses 72-Pin SIMMS
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CPU Sold seperately

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With Pipeline Burst SRAM Cache

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CPU Sold seperately

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- 3-PCI SLOTS
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Triton Chipset

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- USES 72 PIN SIMMS
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NCA's Premier/VLB
486DX MOTHERBOARD VESA LOCAL BUS

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- 256K CACHE
- 0MB EXP. TO 64MB RAM
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- OPTI CHIPSET
- USES 30 PIN OR 72 PIN SIMMS
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CPU Sold seperately

128K CACHE VERSION	$85
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NexGen™ 90MHZ-BASED 586 MOTHERBOARD with RISC CPU

Comparable performance to Pentium™ 90MHz-based PC's

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- 2 VLB slots, 5 ISA slots
- Six 72 pin SIMMs slots
- Up to 192 MB DRAM on mptherboard
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- On-board L2 write-back cache controller
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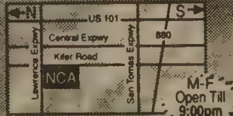

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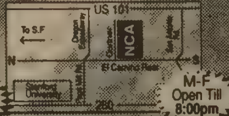

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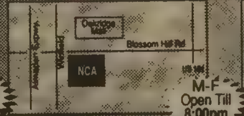

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Telecommuting *continued from page 62*

ately applied, benefits both the Organization and the individual.

For the purpose of its Employee Telecommuting Policy the Organization defines telecommuting as follows:

Employees telecommute when, on a periodic basis, during their scheduled work hours, they fulfill their job responsibilities at a site other than their primary work location and may substitute telecommunications for work-related travel. In the recent past, the Organization has explored telecommuting as a work alternative for some of its employees. The result has been an increased awareness of the advantages and disadvantages to both employees and the Organization. For some individuals and jobs, telecommuting is a very effective way to work. The following document provides guidelines and principles for assessing where and when telecommuting is most effective and for successfully implementing a telecommuting program where appropriate.

Telecommuting Principles And Ground Rules

Telecommuting is a cooperative arrangement between supervisor and employee, not an entitlement, and is based on:

1) the needs of the job, work group, and Organization
2) the employee's past and present levels of performance.

Jobs suitable for telecommuting are characterized by clearly defined tasks and work products. A telecommuter's performance is measured by output, not work location. Telecommuting is a tool allowing for flexibility in work options.

Telecommuting does not change the basic terms and conditions of employment with the Organization.

Each telecommuting arrangement is jointly agreed between supervisor and employee; telecommuting is voluntary and may be terminated, at will, at any time either by the Organization or the employee.

Organization-provided equipment at home is not an entitlement of telecommuting: depending on the job, equipment needs for telecommuters will vary from as little as phone, paper, and pencil to as much as computer, modem, printer, data line, and fax machine.

Telecommuting usually occurs on a part-time basis. Full-time telecommuting is permissible only when necessary and justified (for example, when needed to accommodate medical restrictions or physical disabilities depending on the needs of the job).

Telecommuters' salary, job responsibilities, advancement opportunities, benefits, and Organization-sponsored insurance coverage do not change as a result of telecommuting.

Telecommuters will have regularly scheduled work hours agreed upon with their supervisors and remain obligated to comply with all Organization rules, policies, and procedures.

Telecommuters will be as accessible as their on-site counterparts during their agreed upon regular business hours, regardless of work location.

Telecommuters will have a designated work space agreed to by the Organization and maintained by the employee, and subject to supervisor visits to ensure that safe work conditions exist. The telecommuter will be responsible for any costs related to remodeling, necessary furniture, and other initial setup requirements of the designated work space.

Telecommuters will take all precautions necessary to secure privileged information in the home and prevent unauthorized access to any Organization system from the home.

Telecommuters will manage dependent care and personal responsibilities in a way that allows them to successfully fulfill job responsibilities.

Telecommuters may be expected to provide telecommuting equipment such as computer, modem, printer, and telephone access line at their own expense. The Organization, at its discretion, may assist employees in such purchases.

Telecommuter's tax implications related to the home work space are the responsibility of the employee, who is advised to consult a tax expert.

Telecommuting expenses not specifically covered in this policy will be dealt with on a case-by-case basis between employee and supervisor.

Telecommuters and their supervisors will jointly sign a Telecommuting Agreement that can be terminated at any time by either the Organization or the employee. Each telecommuting arrangement should be jointly worked out between supervisors and employee.

There are three selection criteria that should be considered while assessing the feasibility of telecommuting in a particular work group: the characteristics associated with job, individual, and supervisor.

Job Characteristics—Generally, jobs well suited for telecommuting have the following characteristics:

- Lower face-to-face communication requirements (communication can be handled over the telephone, voice mail, or electronic mail)

TELECOMMUTING POLICIES SHOULD BE BROAD ENOUGH TO ALLOW INDIVIDUAL WORK GROUPS TO CUSTOMIZE THEM TO MEET SPECIAL NEEDS, WHILE STRONG ENOUGH TO CREATE A CONSISTENT SET OF RULES FOR TELECOMMUTERS THROUGHOUT THE ORGANIZATION.

TELECOMMUTING IS A TOOL ALLOWING FOR FLEXIBILITY IN WORK OPTIONS.

- Individual already works alone handling information, such as writing, reading, telephoning, planning, computer programming, word processing, and data entry
- Clearly defined tasks and work products
- Measurable work activities
- Objectives with identifiable time frames and check points
- Tasks require concentration and/or large blocks of time when the employee works independently of others
- Minimal requirements for special equipment

Telecommuter Characteristics—The best telecommuters are strong performers with a high knowledge of the job and who are self-disciplined, highly motivated, and comfortable being alone. Those who need constant direction make poor telecommuters. Telecommuting is generally not for the employee who is marginal or just learning his/her job.

Telecommuters should have the following characteristics:

- Proven ability to perform and high job knowledge
- Self-motivation, self-discipline, self-direction
- A desire to make telecommuting work
- Above average skills in planning, organizing, managing time, and meeting clear standards and objectives

Supervisor Characteristics—Just as critical to the success of a telecommuting arrangement is the role of the supervisor. As with the telecommuter, there are traits that help make telecommuting work. They are:

- An open, positive attitude towards telecommuting
- A mutual trust and respect in ongoing relations with the telecommuter
- Above average organizational and planning skills
- The ability to establish clear objectives and measurements
- Provides feedback regularly
- Facilitates open communication
- An innovative and flexible approach to supervising subordinates

Equipment Considerations

Telecommuting need not require computers or sophisticated telecommunications equipment, although such equipment may be deemed essential for some jobs, and may enhance the amount and effectiveness of telecommuting that can occur in yet other jobs.

The need for telecommuting equipment is determined on a case-by-case basis by supervisor and employee. The Organization will not provide telecommuting equipment unless it is justified based on the needs of the Organization and the nature of the work assignment.

If the supervisor determines that the employee should have Organization equipment in his/her residence, the equipment may be provided with appropriate department director approval. Once approved, the installation, repair, and maintenance of telecommuting equipment becomes the responsibility of the Organization. The employee's supervisor will track the equipment's use in meeting the department's specific goals.

The employee agrees that the use of equipment, software, data, and supplies provided by the Organization for use at the employee's residence and/or remote location, is limited to authorized persons and for purposes related to business for the Organization.

In the event that the Organization deems that the employee's job no longer necessitates/requires in-home equipment services, or the employee terminates employment with the Organization, the employee is obligated to return all Organization-owned equipment, software, data, and supplies. The decision to remove or discontinue use of such equipment rests solely with the Organization. The Organization does not assume any liability for loss, damage, or wear of employee-owned equipment.

(For those readers not in the Bay Area of California, contact your local government to find a similar agency, or contact the American Telecommuting Association through my email address to get more information for your locality.)

The GreenSpace Project

The GreenSpace Project started in April 1993 as a brainchild of the Human Interface Technology Lab, and of the Fujitsu Research Institute, which jointly funded it. The goals of the project are to develop and demonstrate an "immersive" communications medium in which distant participants can feel "a sense of presence" because they share a "virtual environment" in common.

Ultimately, the project aims to promote distance-collaboration among one hundred or more participants in an environment rich with visual, aural, and tactile cues.

From the beginning, the GreenSpace project has been divided into three phases:

Phase 1 involved concept formation and definition.

Phase 2 was taken up with technological assessment. For example, one conclusion reached during Phase 2 was that the cost of doing broadband networking across large distances was prohibitively high at the present time. Widespread utilization of the technology would require major discounts from today's price structure.

Phase 3 was the time to design, develop, and demonstrate a preliminary testbed using existing networking technologies. The initial implementation could then be used to explore the feasibility of the GreenSpace concept, to provide visibility, and to aid in finding additional supporters and raising additional funds.

GreenSpace went public with a major demonstration linking Tokyo and Seattle in a real-time "virtual reality" teleconference during November 14–17, 1994. The demonstration site in Tokyo was the NICOGRAPH Convention (the Japanese equivalent of SIGGRAPH), and the Seattle site was the Human Interface Technology Lab.

For more information about this project and its implications for your telecommuting needs, contact: Paul T. Danset, Research Engineer, HIT Lab, University of Washington, FJ-15, Seattle, WA 98195. Telephone: (206)616-1476. Fax: (206)543-5380. Email: *pdanset@hitl.washington.edu* . ■

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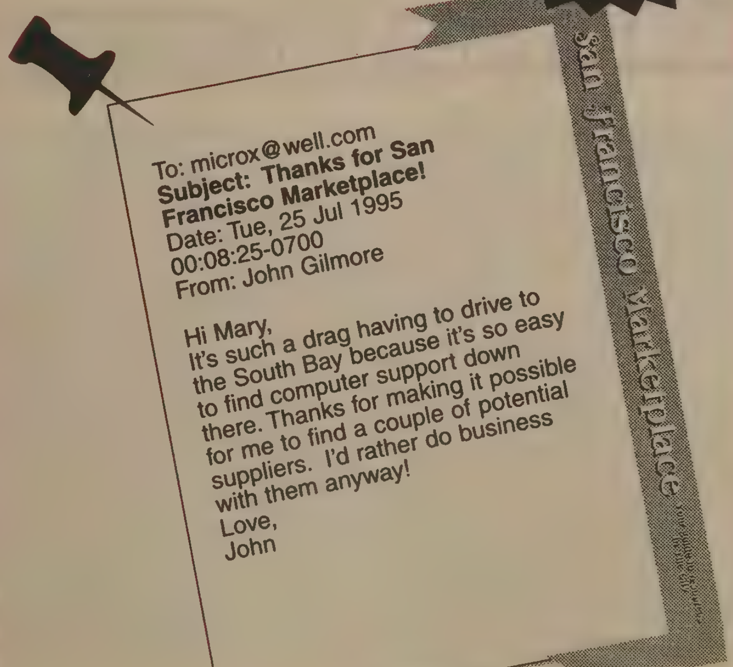

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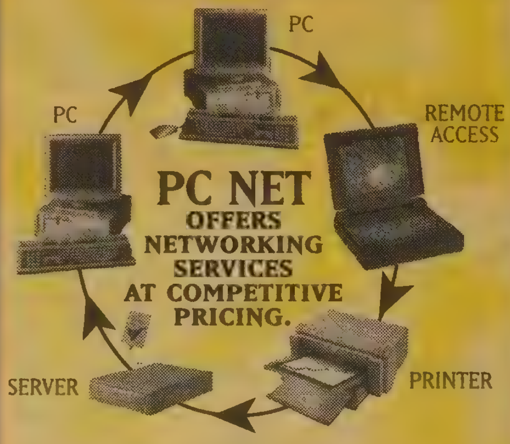
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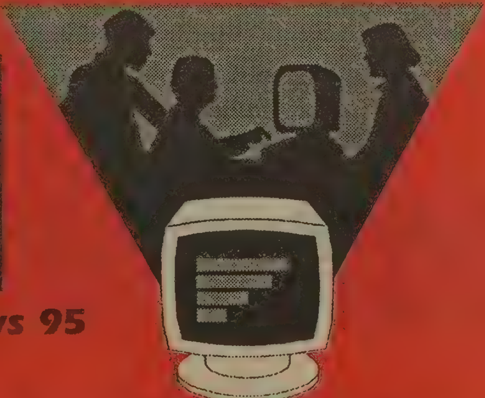

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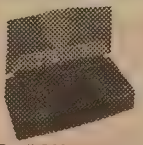

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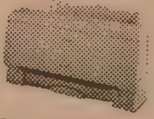

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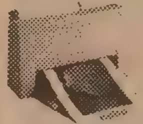

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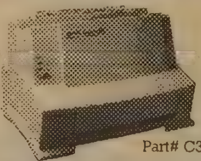

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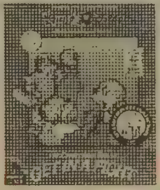

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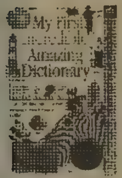

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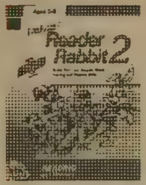

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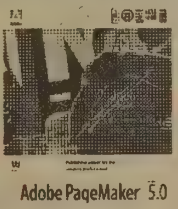

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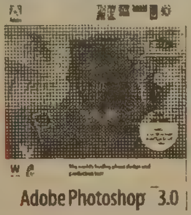

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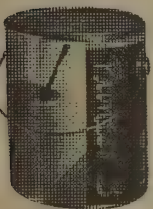

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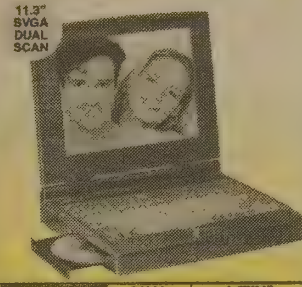

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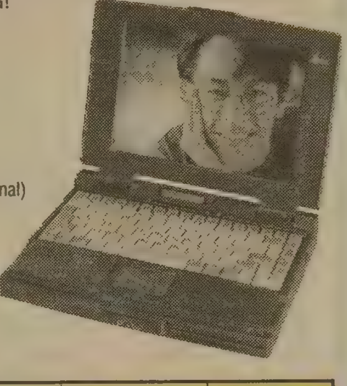

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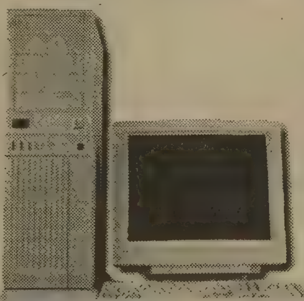

Professional Pentium Station

- Intel Zappa Triton Chipset w/256K Write Back Cache
- Intel Pentium™ Processor
- 8MB 72-pin RAM up to 128MB Simm
- Western Digital 312OOA 1.2GB 10ms
- Teac 1.44MB Floppy Drive
- 2 Hi-Speed Serial Ports, 1 Enhanced Parallel Port
- Diamond Stealth 64 PCI 2MB VRAM 64 Bit Graphics
- Acerview 76i 17" NI .28dp 1280x1024 Digital Green Monitor
- Acer AV52T 101 Enhanced Keyboard
- Microsoft V2.0 Serial Mouse w/Pad
- Deluxe Super Mini Tower 5-Bay/250W Power Supply
- Toshiba 5302 4X Internal Enhanced IDE CD-ROM
- Creative Labs Sound Blaster 16 Vibra Sound Card
- 3Com 3C590B Etherlink III Combo
- Smartlink 14.4 Internal V.32 Fax/Modem w/Voice

Pentium
75/90/100/120 ....$2345/2435/2535/2845

VALUE PACKED SYSTEMS

PENTIUM SYSTEMS

- Intel Pentium P5 CPU w/Sink & Fan
- Intel Triton PCI 256K MB
- Built-in IDE w/16550 2S/EPP Ports
- 8MB RAM 72-pins 70ns Simms
- 1.44MB 3.5" Floppy Drive
- 850MB IDE Hard Drive
- 1MB PCI SVGA Card
- Mini Tower Case w/PS
- 14" NI SVGA .28mm (1024x768)
- 101 Keyboard/MS Serial Mouse

P75 ....$1225
P90 ....$1330
P100 ....$1445
P120 ....$1645

486 SYSTEMS

- Intel CPU w/Sink & Fan
- VLB/PCI Mainboard w/ZIF/256K
- 4MB RAM 72-pins 70ns Simms
- 1.44MB 3.5" Floppy Drive
- 540MB IDE Hard Drive
- 1MB SVGA Card
- 2 Serial, 1 Parallel Port
- Mini Tower Case w/PS
- 14" NI SVGA .28mm (1024x768)
- 101 Keyboard/MS Serial Mouse

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DX4-100 ....$953

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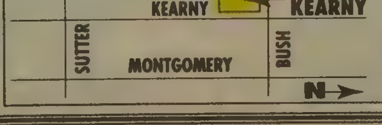

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1MB Windows Accelerator Card
14" SVGA Non-Interlaced Monitor
101 Enhanced Keyboard
+ MS compatible Mouse
16 bit Stereo Sound card
2X Speed MPC Photo CD -ROM Dr. (250ms Access , 300 KB/Sec Transfer)
Shielded Stereo Speakers
& Free CD Title !!

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AMD 486DX2-80	$899
AMD 486DX4-100	$939
Cyrix 486DX2-66	$879
Cyrix 486DX2-80	$889
Intel 486DX2-66	$959
Intel 486DX4-100	$999

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Mini Tower Case w/230W P.S.
3 VL-Bus Slot Motherboard
w/256K Cache Memory
4MB Ram Memory
2FD/2HD IDE Controller
1.44MB Floppy Drive (3 1/2")
540MB Hard Drive (14ms)
32 Bit VL-Bus Video Card /1MB
14" SVGA, N.I. Monitor (.28dp)
101 Key Enhanced Keyboard

AMD 486DX2-66	$799
AMD 486DX2-80	$809
AMD 486DX4-100	$829
Cyrix 486DX2-66	$789
Cyrix 486DX2-80	$799
IBM 486SLC2-66 w/*64k	$789
Intel 486DX2-66	$849
Intel 486DX4-100	$889

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256KB External Cache Memory
3 -PCI Bus Slot Motherboard
4MB Ram Memory (72 Pin SIMMS)
1.44MB Floppy Drive
540MB IDE Hard Drive
1 MB PCI Video Card
16 Million True Color Display
14" N.I. SVGA Monitor (.28dp)
101 Key Enhanced Keyboard

AMD 486DX2-66	$829
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AMD 486DX4-100	$869
Cyrix 486DX2-66	$819
Cyrix 486DX2-80	$829
Intel 486DX2-66	$879
Intel 486DX4-100	$919

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8MB Ram Memory (72 Pin SIMMS)
1.44MB Floppy Drive
1.0GB Hard Drive
PCI - 1 MB Video Card
- 16 Million True Color Display
15" Flat Screen Monitor (.28dp)
101 Key Enhanced Keyboard

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Pentium 100MHz	$1489
Pentium 120MHz	$1689
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VL-Bus IDE w/fast serial ports
1.44 MB Floppy drv
Acer 4X CD-ROM
16bit Sound card
160W speaker pair
15" Monitor
101 Keyboard
mouse

$1399

PENTIUM ULTRA SYSTEM

Medium Tower w/230W P.S.
PCI-Bus Triton chipset Motherboard
w/256K PipelinedBurst Cache Memory
cpu cooling fan w/ heatsink
16MB Ram Memory
1.2GB Hard Drive (256k buffer)
Diamond Stealth Video 64 PCI /2MB
1.44MB Floppy Drive (3 1/2")
PCI-IDE built-in; *Fast I/O* ports
Sound Blaster Awe 32 sound card
Toshiba 4X CD-ROM drive - IDE
240 watt Multimedia Stereo speakers
17" Mag SVGA Monitor (.26dp), MPR II
101 Keytronic Keyboard
Microsoft ergonomic mouse

Pentium 90Mhz	$2748
Pentium 100Mhz	$2858
Pentium 120Mhz	$3068
Pentium 133Mhz	$3198

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8MB to 16MB RAM Memory(72p)	Add $320
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Mini to Medium/Full Tower.	Add $30 / 50
Medium to Full Tower	Add $20
VLB to PCI M.B. w/PCI Video	Add $95
14" SVGA,N/I to 15"/17"	Add $119 / 350
15" SVGA to 17"	Add $250
486 CPU Cooling Fan	Add $15

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Panasonic Double Speed CD-ROM Drive

TEAC 4X-Speed CD Kit: $209
Teac 55A Quad Speed CD-ROM Drive
includes:
- Gallant 16bit Stereo Sound Card, Sound Blaster Pro compatible
- 1 Pair of Shielded Speakers
- Sound Card software
- CD Deluxe Pack 4 CD

Multimedia Upgrade Kits

4X Speed IDE Multimedia Kit $249

- Sound Blaster 16 IDE Sound Card
FREE 1 Pair of Shielded Speakers
FREE Sound Card software
FREE CD Deluxe Pack 4 CD

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Medium Tower w/230W P.S.
PCI-Bus Intel chipset Motherboard
w/256K Cache Memory
cpu cooling fan w/ heat sink
16MB Ram Memory
Adaptec 2940 SCSI PCI Controller
1.44MB Floppy Drive (3 1/2")
1.0GB Conner SCSI Hard Drive
Diamond Stealth *Video 64* PCI / 2MB
Toshiba *4X SCSI* CD-ROM drive
Sound Blaster 16 sound card
240 watt Multimedia Stereo speakers
15" SVGA, Digital Monitor (.28dp)
Microsoft Natural Keyboard
Microsoft Mouse

Pentium 100Mhz	$3088
Pentium 120Mhz	$3288
Pentium 133Mhz	$3438

! HOT Specials !

Diamond Stealth Video 64 - *PCI / 2MB VRAM*	$269
Toshiba 4X 5302B IDE-(190ms,600KB/s) ,256K buffer	$169
Teac 6X IDE-(140ms, 900KB/s) , 128K buffer - *limited supply*	$289
Pro PC TV (PC to TV/VCR external Adapter)	$179.99
Multi Pro CTV (Mac/PC to TV/VCR external Adapter)	$279.99
NexGen NX586 P-90 VL-Bus/256K Cache mb, cpu+fan	$299
Supra Express Ext. Fax/Modem 14.4 / 28.8[Win95 compt.]	$119/189
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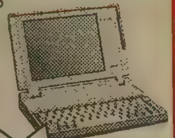


- Intel DX4-75MHz
- 4MB RAM exp to 28MB
- 330MB Hard Drive
- 1MB VRAM
- 2 PCMCIA Slots
- 10.4" Dual Scan Color
- Built-in Power Supply
- AccuPoint Mouse

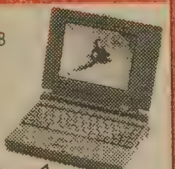
$2199

TOSHIBA T2130CT

- Intel DX4-75MHz
- 8MB RAM exp to 28MB
- 520MB Hard Drive
- 1MB VRAM
- 2 PCMCIA Slots
- 10.4" Active Matrix Color
- Built-in Power Supply
- AccuPoint Mouse

$3139

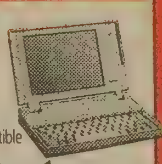
TOSHIBA T2130CS



- Intel DX4-75MHz
- 8MB RAM exp to 28MB
- 520MB Hard Drive
- 1MB VRAM
- 2 PCMCIA Slots
- 10.4" Dual Scan Color
- Built-in Power Supply
- AccuPoint Mouse

$2579

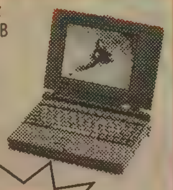
TOSHIBA PORTEGE T610CT



- Intel® Pentium 90MHz
- 8MB Ram exp. to 40MB
- 720MB Hard Drive
- 2 PCMCIA Slots
  (2 Type II or 1 Type III)
- 9.5" Active Color Screen
- 16-bit Sound Blaster Compatible
- External Floppy Drive
- 5Hr. Battery Life
- AccuPoint Mouse

$4659

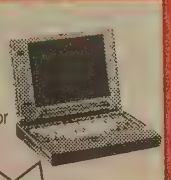
TOSHIBA T400CS



- Intel® Pentium 75MHz
- 8MB RAM exp to 40MB
- 810MB Hard Drive
- 2 PCMCIA Slots
  (2 Type II or 1 Type III)
- 10.4" Dual Scan
- External Floppy Drive
- 5Hr. Battery Life
- AccuPoint Mouse

$3815

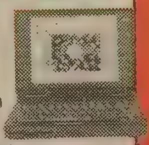
TOSHIBA T400CDT



- Intel® Pentium75MHz
- 8MB RAM exp to 40MB
- 810MB Hard Drive
- 2 PCMCIA Slots
  (2 Type II or 1 Type III)
- 10.4" Active Matrix Color
- External Floppy Drive
- 5Hr. Battery Life
- AccuPoint Mouse

$4677

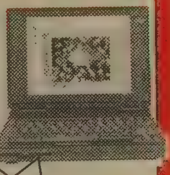
IBM THINKPAD® 701CS



- Intel® DX4-75MHz
- 8MB RAM exp to 24MB
- 540MB Hard Drive
- 2 PCMCIA Slots
- 10.4" Dual Scan Color
- Built-in 14.4/14.4 Fax Modem
- 16-Bit Sound
- 3 Year Warranty
- Weight 4.5lbs

$3699

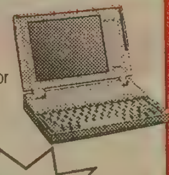
IBM THINKPAD® 701CS



- Intel® DX4-75MHz
- 8MB RAM exp to 24MB
- 360MB Hard Drive
- 2 PCMCIA Slots
- 10.4" Dual Scan Color
- Built-in 14.4/14.4 Fax Modem
- 16-Bit Sound
- 3 Year Warranty
- Weight 4.5lbs

$3389

IBM THINKPAD® 701C



- Intel® DX4-75MHz
- 8MB RAM exp to 24MB
- 360MB Hard Drive
- 2 PCMCIA Slots
- 10.4" Active Matrix Color
- Built-in 14.4/14.4 Fax Modem
- 16-Bit Sound
- 3 Year Warranty
- Weight 4.5lbs

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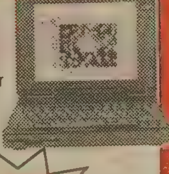
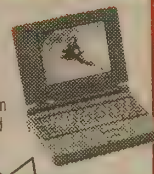
IBM THINKPAD® 701C



- Intel® DX4-75MHz
- 8MB RAM exp to 24MB
- 540MB Hard Drive
- 2 PCMCIA Slots
- 10.4" Active Matrix Color
- Built-in 14.4/14.4 Fax Modem
- 16-Bit Sound
- 3 Year Warranty
- Weight 4.5lbs

$4329

IBM THINKPAD® 755CD



- Intel® DX4-100MHz
- 8MB RAM exp to 36MB
- 810MB Hard Drive
- 2 PCMCIA Slots
- 10.4" Active Matrix Color
- Built-in 14.4/14.4 Fax Modem
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- Internal 2X CD-ROM Drive
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$829

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256KB External Cache Memory
AMD 486DX4-100MHz Processor
486 Math Co-Processor Built-in
CPU Cooling Fans & Heat Sink
4MB Main Memory
IDE Floppy/Hard Disk Controller
2 Serial, 1 Parallel Printer Ports
1.44MB Floppy Drive
540MB EIDE Hard Disk
VLB 32 Bit Graphic Accelerator w/1MB RAM
14" Non Interlaced SVGA Color Monitor (0.28)
101 Keys Enhanced Keyboard

AMD 486DX4-120MHz (VLB) System

$999

Mini Tower Case w/230w Power Supply
486DX VLB MainBoard
256KB External Cache Memory
8MB Main Memory
IDE Floppy/Hard Disk Controller
2 Serial, 1 Parallel Printer Ports
1.44MB Floppy Drive
850MB EIDE Hard Disk
VLB 32 Bit Graphic Accelerator w/1MB RAM
14" Non Interlaced SVGA Color Monitor (0.28)
101 Keys Enhanced Keyboard

Cyrix 586-100MHz (VLB) System

$1099

Mini Tower Case w/230w Power Supply
486DX4-100MHz VLB System Board
16K Internal Cache Memory
256KB External Cache Memory
8MB Memory
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2 Serial, 1 Enhanced Printer Port
1.44MB Floppy Drive
1.08GB EIDE Hard Disk
VLB 32 Bit Graphic Accelerator w/1MB
14" SVGA Non Interlaced Monitor (0.28)
101 Keys Enhanced Keyboard

Pentium PCI System

Mini Tower Case w/230w Power Supply
SiS Pentium 586 PCI Main Board
256KB External Cache Memory
8MB Memory
PCI-IDE Enhanced Controller
Hi-Speed IO
2 Serial, 1 Enhanced Printer Port
1.44MB Floppy Drive
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Trident PCI Graphic Accelerator SVGA Card w/1MB RAM
15" Flat Screen SVGA NI Color Monitor (0.28)
101 Keys Enhanced Keyboard

System Sale

Intel Pentium 75MHz	**$1299**
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Intel Pentium 100MHz	**$1499**
Intel Pentium 120MHz	**$1699**

Triton Pentium PCI Special

Mini Tower Case w/230w Power Supply
Intel Triton Pentium PCI Main Board
256KB External Cache Memory
Pipelined Burst Cache Socket Ready
CPU Cooling Fans & Heat Sink
16MB Main Memory
PCI-IDE Enhanced Controller
Hi-Speed IO
2 Serial, 1 Parallel Printer Port
1.44MB Floppy Drive
1.2GB Enhanced IDE Hard Disk (11ms)
Diamond Stealth 64 Video w/2MB DRAM
15" Flat Screen SVGA NI Color Monitor (0.28)
101 Keys Enhanced Keyboard

System Sale

Intel Pentium 75 MHz	**$1699**
Intel Pentium 90 MHz	**$1799**
Intel Pentium 100 MHz	**$1899**
Intel Pentium 120 MHz	**$2099**

Optional
Upgrade to 256K Pipelined Cache add $129

Creative Lab 2x Double Speed Kit $99.99

Sound Blaster Pro Stereo Sound Card
2x Double Speed CD ROM Drive (300ms, 300kb/Sec, Multisession)
Pair of Magnetic Shielded Speakers
1 FREE CD Title

Creative Lab 4x Quad Speed Kit $199.99

Sound Blaster 16-Bit Stereo Sound Card
Teac (55A) 4x Quad Speed CD ROM Drive (190ms, 600kb/Sec, Multisession)
Pair of Magnetic Shielded Speakers
1 FREE CD Title

Toshiba 4x Quad Speed Kit $229.99

Creative Lab's 16 Bit Stereo Sound Card
Toshiba (5302B) 4x Quad Speed CD ROM Drive (150ms, 600kb/Sec, Multisession)
Pair of Magnetic Shielded Speakers
1 FREE CD Title

SANYO 4x Quad Speed (SCSI) $209.99

Media Vision (Pro Audio Spectrum) 16 Sound Card With SCSI Controller Built-in
Sanyo 4x Quad Speed CD ROM Drive (SCSI) (175ms, 600kb/Sec, Multisession, CD-I)
Pair of Magnetic Shielded Speakers
1 FREE CD Title

NEC 2x Double Speed (SCSI) $109.99

Media Vision (Pro Audio Spectrum) 16 Sound Card With SCSI Controller Built-in
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Pair of Magnetic Shielded Speakers
1 FREE CD Title
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Teac 55A 4x Speed CD ROM Drive (Panasonic)	**$149.99**
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Toshiba (5301B) 4x CD ROM Drive (SCSI)	**$279**
Toshiba (3601B) 4.4x SCSI CD ROM Drive	**$292**
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Sound Blaster 16 Stereo Sound Card (IDE)	**$67**
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Sound Blaster AWE 32 Sound Card	**$149**
Sound Blaster AWE 32 (up to 29MB Memory)	**$269**
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1MB/4MB (30pins)	$38/129
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Main Board w/CPU

ISA Main Board :	
486-40MHz SLC/DLC	$59/59
486-40/66 SLC (Vesa Local Bus)	$59/69
486 Main Board VLB w/256K Cache	
Cyrix 66/80/100MHz	$115/125/155
AMD 66/80/100/120 MHz	**Best** $119/129/159/189
Intel 66/100MHz	$179/229
Upgrade to PCI with 256K Cache	add $19
Alaris (VLB) MainBoard, CPU & 256K Cache	
IBM 486-75MHz	$149
NexGen Pentium 90/100MHz	$319/359
Pentium PCI MainBoard (Built in 4 PCI-EIDE & Hi Speed IO Ports & 256K Cache)	
SiS-P75/90/100/120/133MHz	$339/439/539/739/899
Intel Triton P75/90/100/120/133 MHz	$369/469/569/769/939
Intel Zappa P75/90/100/120/133MHz	$419/519/619/819/ 979
(TRITON) Pentium w/PipeLined Burst 256 Cache & Voltage Regulator	
P75/90/100/120/133MHz	$479/579/679/879/1099
Intel Endeavor Pentium w/PipeLined Burst 256 Cache + 16 Sound Card (Stereo)	
P75/90/100/120/133 MHz	$599/699/799/999/1199
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S3 Trio 64 Graphic Card w/1MB (PCI)	**New $95**
Diamond Stealth-64 w/1MB (PCI)/(VLB)	**$119/129**
Diamond Stealth-64 *Video* w/2MB (PCI)/(VLB)	**$169/179**
Diamond Stealth-64 *Video* w/2MB Video RAM (PCI)	**$249**
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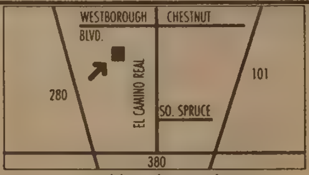

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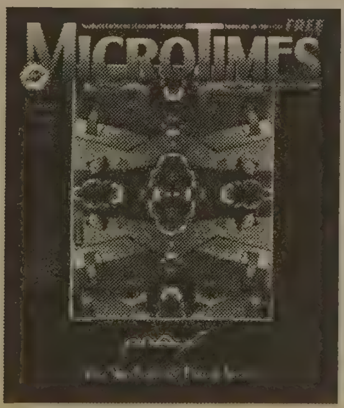

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by Jonathan E.

Virtual Evangelism

CONGRATULATIONS TO LINDA JACOBSON on leaving the free-lance world and becoming Silicon Graphics' first full-time Virtual Reality Evangelist. She writes, "I'm based in the Advanced Systems Division (Onyx Land), but will be working cross-divisionally with people doing VR apps on all the appropriate SGI platforms. I'm totally psyched; I can't believe I'm being paid to do what I've *been* doing for the past few years, and to do this kind of work with an amazing group of super-smart folks. I'll be evangelizing VR in all relevant areas—medicine, manufacturing, architecture, design, science, entertainment &tc!!"

Among Linda's many accomplishments is her work with VeRGe, The Virtual Reality Education Foundation, Inc., which had a late August meeting to discuss the violence in so many new and upcoming VR games. It's a good sign that there's so much concern being expressed about this issue by at least some of those actually involved in the field (see also this month's Multimedia 101 column), although clearly it's a slippery and difficult area with no firm conclusions to be drawn.

Given that, this was reportedly a very lively meeting and at least one speaker, Moses Ma of Velocity, claimed to have "to apply some ointment on the marks left by the verbal tongue-lashing." (Strange, isn't it, how the discussion of violence can almost lead to violence?) Suzanne "Catwoman" Bonelli captured some relevant Web URLs announced at the meeting and they're presented here for your surfing pleasure:

Hypermedia role-playing game with MIDI support—*http://www.chaco.com*

Viewpoint Data Labs 3-D models galore—*http://www.viewpoint.com*

Virtual World Factory—*http://www.virtpark.com/theme*

AMBER GL and other cool stuff—*http://www.divelabs.com*

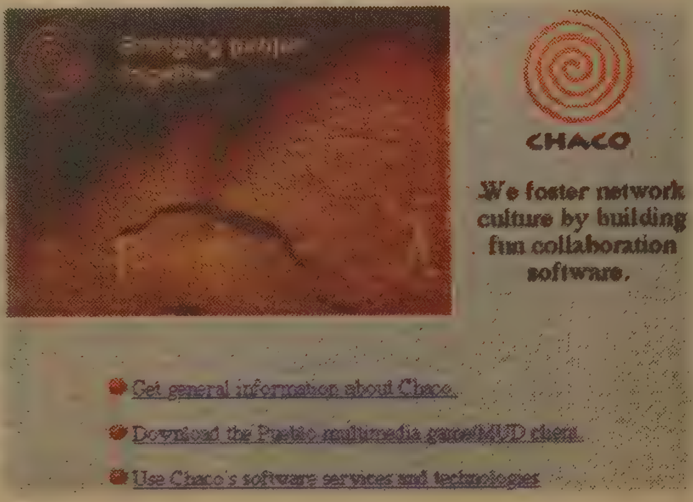
A flurry of email after the event gives the impression that there's at least a boomlet in hiring at various VR companies.

Above: http://www.divelabs.com
Right: http://www.chaco

Living Books Sounds Good

LIVING BOOKS' NEW RECORDING STUDIO IS NOW completed at its Pacific Avenue offices. Designed by Chip Davis, it looks great on paper with a D & R Orion console, Neumann mics, Pro Tools III, and SampleCell II with 32MB of RAM, all in two control rooms attached to the main studio. I can't tell you what it's like in reality 'cos the open house to show it all off isn't until the end of the week that I'm writing this, but Living Books has a reputation for good sound quality and actually hires musicians/sound designers on staff—so I'll bet that the hype isn't overstated.

Living Books' also recently got its first in-house product tester—and an occasional recording artist specializing in some of those, uhh, special sounds that only babies can make—in the form of Nicolo, now about nineteen weeks old and born to Jane Scolieri, Living Books sound director. Let's hope the Child Labor Board doesn't hear about that!



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GALILEO
Graphical Access Link: Interactive Learning and Education Online

San Francisco State Takes Over The World—And Marin!

Things are really moving along at the Multimedia Studies Program of San Francisco State's Downtown Center. Of great interest is the Multimedia Pioneers Lecture Series, which began on September 23 with Douglas Engelbart. Future dates are Lynn Hershman on October 20, Brenda Laurel on November 10, and Marc Canter on December 15. All lectures take place at 8 pm in the Downtown Center on the second floor of 425 Market St. Tickets are $10 at the door and you're advised to arrive early. Further info from (415)904-7700.

An easy way to check out the Program is via its Galileo (Graphical Access Link—Interactive Learning and Education Online) Web site at *http://msp.sfsu.edu* . As well as the program's entire catalog and information about its Multimedia Studies certificate, the site includes faculty home pages, a gallery of student work, and an online magazine. In the future, you'll also be able to register for classes online.

Moving out into the wider world, the Program has just reached agreement with Trans Cosmos, Inc. of Tokyo to make its curriculum available in Japan. The deal is worth at least $1 million over a four-year period with potential for more in the future. It calls for sixteen multimedia courses to be adapted to Japanese educational settings and teaching/learning methods, and sold to technical and computer schools throughout Japan. This is apparently a rare example of a business partnership between an American public higher education institution and a Pacific Rim private enterprise.

Faculty members will first "download" their classes into a specified format or template; a team at the Downtown Center will then produce a printed state-of-the-art combination teacher's guide and student manual to be shipped to Japan for adaptation, repackaging, bundling with other courseware, and finally, sale to schools and students. Trans Cosmos has first negotiation rights in Korea and Singapore, where organizations have already expressed strong interest in obtaining rights, as well as in Taiwan, China, Thailand, Malaysia, the Philippines, and India.

MORPHED AGAIN

DINA M. MEDINA IS THE LATEST Morphster to have found other employment. She's now with the Pat Meier Associates PR firm. It appears that it's no longer rumor that *Morph's Outpost on the Digital Frontier* is either up for acquisition or at least open to serious investment. I hope it gets through its current difficulties; it's been a great magazine, full of fine information and much loved by many in the developer community.

A Croft Can Be A Living Home

A CROFT IS A SMALL SCOTTISH FARM COTTAGE, so it particularly amuses me that my one-time, long-ago, fellow *BAM* columnist, Karen Croft, has turned to specializing in material about homes. She was the managing editor at *Practical Home Owner* and is now in charge of "content and deliverables" for *LivingHome*, a forthcoming CD-ROM from the Novo Media Group.

The CD-ROM sounds like a great application for the subject matter, with QuickTime VR walk-through tours and 3-D design tools along with interactivity that allows you to check just how that wall paper or new kitchen counter will look. It's the sort of thing that encourages me—and makes me wonder if perhaps my pessimistic comments in this month's Multimedia 101 column were not a little too hasty and pessimistic.

LivingHome will debut in November and be a quarterly publication. Subscriptions are $40 a year and further info can be had from (415)284-1405.

GULCH GOSSIP *continued...*

☛ *"San Francisco Takes Over The World..." continued*

Some of the proceeds from the deal will provide tuition assistance for economically disadvantaged, nontraditional College of Extended Learning students.

Those of you with good memories may recall that there was quite a hoohaa at the Multimedia Studies Program over the deal with Wadsworth to produce a CD-ROM based on the Program's curriculum. Randall Packer, the Program's new director, promises that lessons were learnt from that experience and that it is not being repeated. That project is now "rising from the ashes with a new team" as he puts it. Production is finished and "it's truly reflective of the style, depth, and quality of the Program and faculty."

Meanwhile, Beth Rogozinski has now become the executive director of the New Media Learning Center in San Rafael, although she's still teaching a couple of courses at the Multimedia Studies Program. The New Media Learning Center sounds like it's going to be a great place, with lots of community outreach, especially to senior citizens and kids.

Your first chance to check it out, assuming you picked up this issue of *MicroTimes* as soon as it hit the streets and you move just about now, is on October 14 and 15 when it presents "Escape From Techno Terror," an interactive children's media festival (although I believe many of them are actually teenagers and would thus be horrified to hear themselves so described) as part of the Mill Valley Film Festival. "Escape From Techno Terror" is partially the work of filmmaker David Reneau and apparently will include the views of real live Luddites (an increasingly endangered species around these parts) as well as those of technophiles.

To see your own Luddites firsthand, get to the Center at 709 5th St. in San Rafael before 5 pm. The Center is largely funded by corporate grants. If you control the purse strings to such things, you can reach Beth at (415)563-6380.

Bad Information

My sometimes fellow *MicroTimes* writer, Judy Malloy, doesn't have her very own column to shamelessly plug her projects in—but I think this BAD INFORMATION is CULTURALLY IMPORTANT so I'm passing it on to all of you here:

"In the early days of cyberspace, important information was collected on Art Com Electronic Network on the WELL. This information (provided, from 1986, by John Coate, Abbe Don, David Gans, Carl Loeffler, Judy Malloy, Tom Mandel, Howard Rheingold, Fred Truck, and many others) was catalogued and organized in a definitive database that contained words of wisdom about subjects such as religion, technology, body odor, computers, and toilet paper.

computers never make mistakes
Republicans know what isn't art.
BAD INFORMATION
Today is a good day to water your
fern. large oak leaves make good
toilet paper. Go spam Go!

"Now the fully functional BAD INFORMATION BASE is available at: *http://www.well.com/user/jmalloy/*.

"Conceived and produced by Judy Malloy, BAD INFORMATION is always updated yesterday with pertinent advice, professional-looking GIFs, potentially useful forms, and HELP!"

"Remember the only bad information is no information, that information will get you through times of no money better than money will get you through times of no information, and that bad information is better than bad food!"

THE POWER OF NEW MEDIA

The Gone Jackals, a San Francisco hard rock'n'roll band, sold out the first two-thousand-copy pressing of its new CD on Blue/Black Records, *Bone to Pick*, with no radio airplay, concerts, or instore displays.

How did this happen? Well, the music is the soundtrack to Lucas Arts' motorcycle videogame, Full Throttle, currently the #3 selling game in the world, and there's a splash screen at the end of the game for ordering the album. Simple really! But what strikes me is that here's a local band that can sell all over the world with absolutely no mainstream press coverage *and* without using the Web!

continued on page 344

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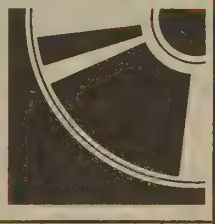

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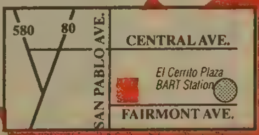

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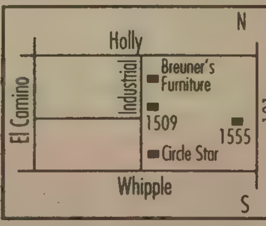

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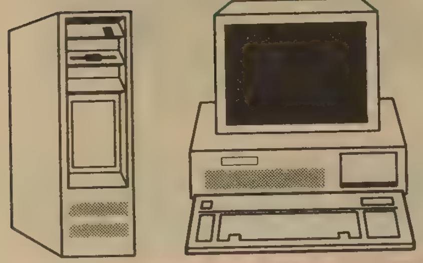

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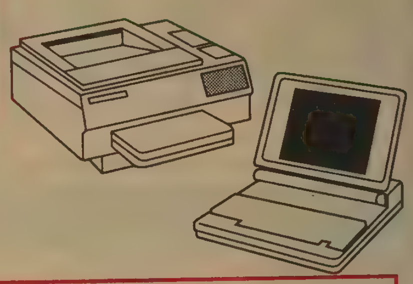

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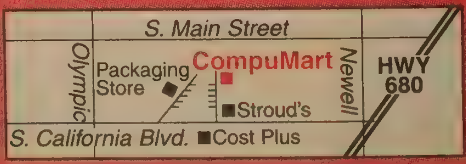

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MULTIMEDIA 101

What's A Little Sex & Violence To A Dead Fish?

Would You Like That Panel Wrapped?

Last year's Christmas selling season was widely predicted to be the make-or-break opportunity for multimedia titles to enter the consumer mainstream. A simplistic prediction, and one that, ultimately, was off-base.

Consumer multimedia is still struggling to be viable in more than niche markets, but it's hardly out for the count. New forms and definitions of digital media, such as the World Wide Web, have provoked mass press hysteria in the past year, but CD-ROMs have not actually been replaced by anything—yet.

Neither have multimedia developers walked away from the whole market as a bad idea, although some may have walked away from portions of it. This year, in fact, we enter the Christmas selling season with another chance to establish multimedia as something more than videogames and encyclopediae: quad-speed CD-ROM drives are now becoming widely available and most consumer computers claim to be "multimedia ready." But...it's just another chance. I predict that, at best, there's still a rough road ahead for consumer multimedia.

While we've seen plenty of improvements in content, design, and technology, it still seems to me that there's something lacking from all but a very few titles. Some of this is due to things like the speed of the machines and the size of the video window, things that obviously will be improved as technology marches on.

Still, a good portion is the result of poor content organization and navigational limitations. I find there to be little interactivity beyond the equivalent of page turning, VCR controls, or, if I'm really lucky, some copying and pasting into my own show. Sometimes it's pretty imaginative page turning, but I'm becoming increasingly less satisfied with the bells and whistles—I want to drive the engine.

While it's supposedly true that no one ever went broke underestimating the taste or intelligence of the mass market, I suspect that, once the gee-whiz, "look-what's-on-my-computer" factor is finished, many others will not be satisfied for long by the present state of computer-based consumer media and interactivity. Researchers are at work trying to fix this, but it's a substantial design problem.

Some current titles tackle the problem imaginatively and come up with somewhat rewarding solutions, but overall it'll be expensive to solve; who knows how long it'll really take to trickle down to the consumer market, and who knows what the production and marketing issues will be?

And, in a Catch-22, unless we get some standardization akin to conventional page turning, we're in a continual learning curve for users and designers alike where, unless an idea is remarkably good, effective, and widely accepted, bad ideas become shoddily copied and commonplace, gimmicky, and, quite soon, clichéd!

Time alone will tell, but combining these cultural and business forces with the design issues causes me to predict an even rougher road ahead for consumer nirvana than it appears at first glance.

Others are pessimistic for their own reasons and in their own areas. On August 17, Bob Ayers presented one of his Last Saturdays schmoozeathons—but this time with a difference. Before the networking portion of the evening, the event included a panel presentation ostensibly on the "Market and Funding Outlook for Non-

I'm becoming increasingly less satisfied with the bells and whistles—I want to drive the engine.

BY JONATHAN E

MULTIMEDIA 101 *continued...*

Violent, Non-Sexist Consumer Multimedia," the idea being to discover whether venture capitalists are likely to fund anything other than videogames with their stereotypical and commercially appealing qualities of adolescent-male role playing and blood-splattering virtual action.

In practice, the panelists tended to address the overall state of the multimedia market rather than the narrower issues of sexism and violence. There was a fair cross-section of executives from the multimedia community: a venture capitalist, Ruthann Quindlen of Institutional Venture Partners; a marketing specialist, Solange Van Der Moer with the Infinity Marketing Group; a couple of developers, Marc Canter of Canter Technology and Jay Samit of Jasmine Multimedia; a journalist, Anthony Perkins of *The Red Herring*; and a representative from a tool maker, David Wertheimer of Oracle. Amidst the usual panelist dross of self-advertisement and bickering, there were nuggets of wisdom and insight into the current state of the consumer multimedia business.

I happen to have been the moderator and, in the grand multimedia tradition of repurposing, present a few of those nuggets.

THE STATE OF THE MULTIMEDIA MARKET

David Wertheimer opened with a concise summation of the current overall state of affairs, "What is consumer multimedia? Until now it has mostly been CD-ROM.

"There are really three issues with CD-ROMs. First, there is what I would call a technology-and-creative gap. There are a lot of people who have ideas for a CD-ROM and who are creative; they have ideas that they would love to be able to express, but the medium will not allow them to express them in the way that they see fit. That's a problem.

"Next is that the market, from a critical mass standpoint, really isn't there.

"And the third thing is that the business model is basically broken. Plenty of people are making money, but there are a lot more people not making money. The market reality is that you are selling CD-ROMs as a consumer product through a business software channel. This means that you spend 15% of your $40 licensing and manufacturing a CD-ROM, you pay 8% to the distributor, you pay 30% to the retailer, 10% just to make sure that it gets on the shelf, maybe in a good location but in a store where still no one will know anything about it, and then you've made 37% on your CD-ROM, which is about $15 out of your $40.

"You can see why not a lot of people are making money there. I think that business model is broken. I think the distribution channel is wrong. That's the bad news—and the good news is that I think all of these things are changing. From the creative-and-technology gap point of view, processors are getting faster, computers are getting better, the tools are getting better, and multimedia technology is being built onto the motherboard, which are all going to help. On critical mass, we all know that multimedia PCs are shipping in large numbers now.

"And the price of CD-ROMs is starting to go down. That's bad from the gross margin standpoint but good from the volume standpoint. I think that when CD-ROMs get to $19.99, consumers will spend a lot more absolute dollars."

Attempting to get to some sex and violence, I rudely cut him off by asking if Oracle's new technology would make more mature content likely to be more successful in the marketplace. He replied, "Absolutely. The better the technology gets, the more reasonable it's going to be to create products that are tailored to consumers, that are database driven. It's a function not only of the work Oracle is doing on the tools side, but also the distributed nature of the networks that are being set up—online services and the Internet and eventually broadband networks—which is going to change the dynamics of these things.

"Online is really what it's going to be about—and I think that begs for nonviolent, not-shoot-'em-up types of games. It begs for information-rich types of applications, which is what we're focused on. When you're constrained to 750 megs of information on a CD-ROM, that's an issue. When you have a virtually limitless world, it changes the dynamics of the type of title that you can create.

"I think those are the type of applications that are really going to win long-term—especially when people are hooked up to online sources of information where the game or title can be rich and deep as opposed to rich and thin."

THE CRUEL TRUTH

Ruthann Quindlen, representing the venture-capitalist point of view, admitted, "The topic is about violent and sexist multimedia and I guess I don't have a lot to say about that because if it sells a lot we'll probably support it." This hopefully somewhat tongue-in-cheek remark provoked a fair amount of relieved audience laughter. She continued with the observation that the market almost expects violent aspects to titles, citing the example that even a good flight simulator, "an awesome, engaging game," draws the question, "When are you going to add the guns?"

She went on to explain that venture capitalists quite specifically do not fund individual titles. They fund companies with "a series of products. We're looking for the management, the long-term thinking, and a product line that allows you to build a company." However, she added, "It's really hard to get titles companies funded, any kind of title company right now, because the economics are really serious." She referred to the difficulties Wertheimer had detailed, along with the "rising costs in terms of trying to make the content meaningful," and noted that even though companies like Brøderbund and the Learning Company in the edutainment market are doing well, it is extremely difficult to get started in the current environment.

Addressing the entertainment market, she said, "We're a little more interested in that because we think that's huge. It's got all the same problems that the edutainment market had…[and] it's very bleeding-edge technology." Quindlen noted that Bill Gates has also stated, "Even with all the CD-ROM stuff we're in, the only one I really believe in is games 'cos that's the only one that's large enough that we can make money." Quindlen declared, "I didn't like that 'cos we're in the same markets too, and if they're coming in I don't want to be in those."

> **Marc Canter:**
> "If you really talk to the videogame guys, they're truly anesthetized to the violence in the thing that they're creating. They're really into the fact that this little thing is strobing between blue and yellow or that the grass looks a little better than in the last version. But fundamentally these guys just pump out the same crap over and over again."

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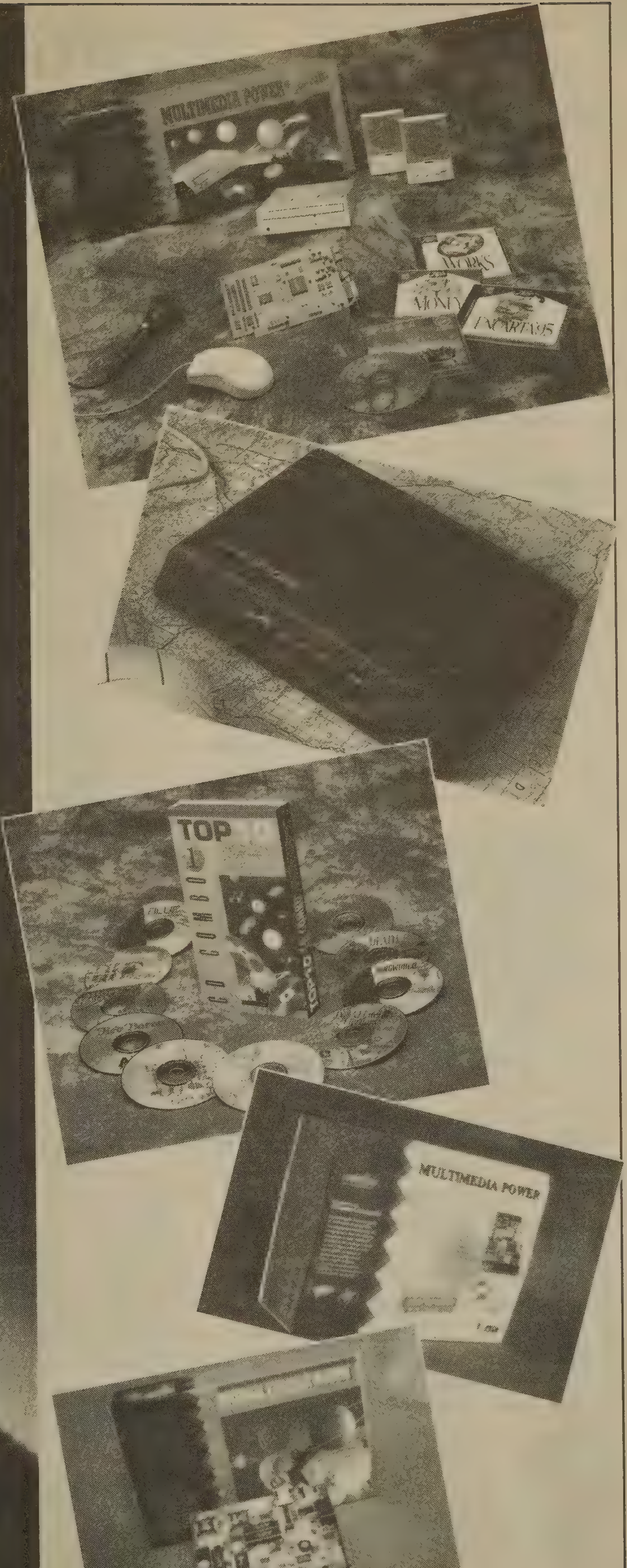

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She pointed out that with other special interest categories, such as golf or photography, the basic commercial truth is that "they're difficult because you've got to have a broad enough audience." Again echoing Wertheimer's and Oracle's belief in the online future, she mentioned that the recent investments Institutional Venture Partners have made in digital media companies are all in online ventures.

MARKETING MISCONCEIVED MISTAKES

With a background in real media, the record, film, and television businesses as well as the software business, and having "made it a point to live on the bleeding edge of those businesses," Solange Van Der Moer began by concentrating on the marketing mistakes and misconceptions made by so many multimedia developers and publishers.

She pointed out that there's a lot of "whining about not enough shelf space and 'What will we do when we have more than three hundred titles?'—a point we've long since passed."

However, as she then said, "I really don't understand what it's all about, because the film business went through this, the record business went through this, every single entertainment form and media form that you can think of went through this process and every single one of them had stinky, caca economics when they started out. Many of them still do, and many of them are hits driven.

"In the music business it's a good $300,000 for your average midlist musician to get a release pressed and into the channel and promoted. If you're lucky, you get a hit one in twenty times. But the business model is such that you know it's hits driven and so you take a risk on several midlist titles. But it's important for one reason and that's diversity."

She then segued into some positive comments and suggestions. "The one comment I want to make about entertainment is that right now we have this assumption that entertainment content is games. I don't agree with that. Entertainment can come in many different forms.

"I'll talk about the 50%, or maybe 52% that aren't turned on by twitchware. However, these people with the X chromosomes, the women, the girls, they love Sim City, they love simulation games. Jasmine's product, Vid Grid, is a huge hit amongst girls. That's entertainment, those are games.

"Biographies about individuals with a large following, golf and sports titles are also a form of entertainment.

"So I think the issue of content is more about really knowing your audience and matching your content to the interests of a particular audience. More particularly, understanding that you have to use different channels. You have to use the channels that that audience uses. I've said this for years, 'Mommies don't shop at Egghead.' So that's not where you put product that is targeted at mothers. How about 1-800-DIRECT in *Parenting* magazine?

"We have a very myopic view in this industry—it's very software-centric. The distribution methodology is extremely software-centric. Its contracting and licensing is sort of print-publishing-centric, its PR and marketing is not very good. It's much more important to understand who one's audience is and deliver on the promise of multimedia for that particular audience. The only way you're going to know how to reach them efficiently and effectively is if you understand who you're trying to sell to—and who you're trying to communicate your vision to."

FREE MARKET AND THE RED HERRING

Anthony Perkins made a spectacular and successful attempt not to address the issue while advertising *The Red Herring* as much as possible.

He did, however, assert that there are indeed companies that make money without pandering to violence, and further stated, "As a parent myself, I'm questioning how much time I want my kids playing games at all. I'm not sure that there's a real value here in general, but certainly exposing them to Mortal Kombat or whatever is going to have some kind of desensitizing effect and that's not good.

"Yet, I think we live in America and we have to allow these things and then people just have to vote with their pocket books." His version of laissez-faire includes his right as publisher of *The Red Herring* to refuse advertisements for pornographic titles.

JAZZED WITH JASMINE

Jay Samit, who's published well over one hundred multimedia titles through Jasmine Multimedia and made money on every one without resorting to violence, first took a strong principled stand:

"It's not what we could do, it's what we should do. I have no problem with violence in movies, I have no problem with violence in music, I have no problem with violence in most of the passive arts. But that's radically different from having a kid locked in his room for four to eight hours creating a snuff film. And, as 32-bit and 64-bit machines are getting up there, that's basically what they're doing, they're getting more and more bloody and doing more dismembering. I've got better things to do with my life, and my programmers' talents are better spent making the world a little bit better."

He found with his own children that they were not interested in the violence and destruction of Nintendo games after being exposed to constructive activities.

Like Van Der Moer, he emphasized the need for creative marketing and strategic thinking to make a profit in today's multimedia marketplace. For this season in particular, he's following an unusual course: "Last year I looked at Christmas '95 and saw that the channels are going to be stuffed. Retailers are going to charge you $20,000 in promotional and positioning funds for a $9000 order. That means that it would be cheaper to back up a truck and hand out product free at the mall than to go through CompUSA. It's self-liquidating promotions. If you think that it's going to build market share and that if it sells through they're going to reorder, no, they've already committed the space to some other sap that got venture capital.

"We have over eighty titles coming out this quarter and none of them are on computer retail shelves. We have one that's going out to over six thousand retail locations. We're getting sixty-seven separate SKUs into that chain, they have no other CD-ROMs. It's not a consignment sale, it's a purchase. If they don't sell, it's their $20 million. There are ways to change the rules.

"Being that I'm the boss, every so often I get to pick a project. Mine this year was a project that everybody in the company said, 'Don't do it!' It's a guy named Al Hirschfeld, a cartoonist for the *New York Times*. As I grew up I always loved his work. When I heard he was still alive and still drawing, I said. 'We've got to do a title. We'll put all of his thousands of works in there, have him design the interface, include interviews with him, and inspire people to draw.' It's a neat little niche thing, but it's such a niche thing, how are you going to make a buck? Well, the way that we're making a guaranteed buck is

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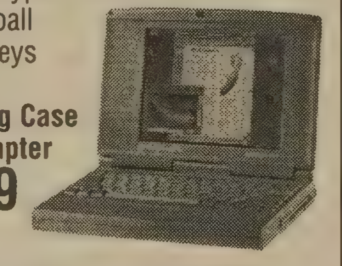

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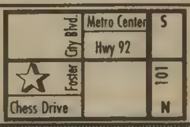

MULTIMEDIA 101 *continued...*

that it's coming out in two editions—the retail edition for all of you to buy, and a signed and numbered edition, signed by the artist, at $1000 a pop. They are almost all sold out. We're doing a whole signature series of other great artists."

However, he was pessimistic about the fate of others in the industry, "The negative side that's going to happen this year is that if you were to make a list of every multimedia company you can name, 50–80% percent of them will be gone by next year. This is Hollywood in 1920—six to seven hundred film companies cranking out films. This is the record industry in the early '60s with five hundred odd labels.

"Distribution is key, distribution is God. There will only be five major players. Distribution has already moved from being software to mass-market. There is a big enough installed base to make money today, and there are big enough niche markets where people will love to buy a title.

"But the bottom line is that if you have a good idea that has a mass market, you've got to make it so it plays on a mass-market platform—the Mac is not a mass-market platform. It is a tool for developers, for the art community—it doesn't have the installed base to do the huge numbers and retailers aren't stocking for it."

Another key to Jasmine's success is that "we're constantly looking for titles. We're the only company that I know of that has an open pitch day every Friday. Anybody can talk to the president, Jay Samit, and you get your thirty seconds or five minutes or half-hour or a contract. People have walked in off the street, knowing nothing about computers but they understand marketing, and have walked out with several hundred thousand dollars.

"You can come in with something that's almost done or completely done. The further done you are the better your royalty will be—but the more rework that you're going to have to do when we're going to tell you what you did wrong, not because we're mean or because we know everything, but because it's our buck and we're going to bet it on what we think is the best candidate—and that's usually taking not your little cartoon character that you've developed for fun but somebody else's cartoon character that everybody already loves."

RANTING WITH CANTER

Marc Canter closed the presentation with a brass-tacks examination of, or maybe a rant about, the artist's role in society and the artistic approach to producing satisfying work without starving.

"I want to talk about the difference between art and money. I guess not many of you really care about that, but in fact who makes a good record exec or a film exec or a software exec are those people who realise that the best creative people are in it for the love of it, and not just to make money at it.

Oracle's David Wertheimer:
"I think information-rich applications are really going to win long-term—especially when people are hooked up to online sources of information where the game or title can be rich and deep as opposed to rich and thin."

"That's something that I think really eludes most money people. They wake up in the morning and they want to make money, they spend all day making money, they go to sleep thinking about making money. Their job is to participate in a system that develops and sells products, and they've missed the point that there are creative people who've made this stuff up in the first place.

"The odds are that the artist wants to pay his bills or go out to dinner or drive a nice car, but he's probably not doing it for the money. And that's where the dichotomy comes in, that's why venture capitalists fund videogame companies because they want to make money. It's funny because if you really talk to the videogame guys, they're truly anesthetized to the violence in the thing that they're creating. They're really into the fact that this little thing is strobing between blue and yellow or that the grass looks a little better than in the last version. But fundamentally these guys just pump out the same crap over and over again.

"So the dichotomy of this industry, as it tries to figure itself out from the roots and tries to grow to be a big tree, is that it keeps needing this constant funneling of money into it. Eighty percent of it is wasted as the trade magazines and the trade shows make money, and there's an absolutely incompetent channel of people who would be selling shit on a stick, it really doesn't matter to them.

"What's funny is that I actually thought this whole panel would be talking about violence and sexism. No one has really talked about the whole issue, which is sexism and violence. Whether it's Tipper Gore or Jack Valenti or whatever the latest efforts of censorship, there seems to be this kind of kneejerk reaction that there are actually art forms that could be blamed for this mess. Ghetto youth have no other way to express themselves than to talk about their life—and they're to blame for that somehow.

"Women of the world have to go do what they have to do to survive. But this whole system is white-male dominated—and we're all somehow surprised that the white-male-dominated thing is happening. It is a white-male-dominated world and they're making money and the way they make money is with videogames and violence.

"Surprise, surprise, that's called television, that's called music. What's the big deal here? That's the world we're in. Whenever a new platform comes out, first, there's religion, then there's pornography, then there's violence, and then there's just a little bit left over for the rest of us. That's with every new platform and every new technology there's going to be. Unless you change the people and society you're going to have racism and sexism and violence.

"So for me, it starts with what are the things that are inspiring, that can change that. I think that interactive music videos are a different way of doing things—but if it's your job to make money then you're going to invest in videogames. If it's your job to make art, you're going to go get tempera paint and a guitar and go make art.

"I dream of this time when we can make money with art. Our whole society judges people based upon how much money they make. So as long as you have that—no, you're not going to have people funding nonviolence.

"Part of that also has to do with the vicious cycle of Wall Street. Even if someone can raise $540 million, you've got about twenty-eight months, maybe thirty-two months, and then 'round about thirty-six months someone comes knocking on your door, 'Where're my profits at better than 10% a year?'

"So as long as that short-term-sightedness continues, people will invest in videogames. If we could have a ten-year cycle, you could afford to not invest in what is the short-term return. But I believe you can be a funky artist in this business and make money. I think the riskier you are, the more outrageous you are, the better chance you have of making money." ■

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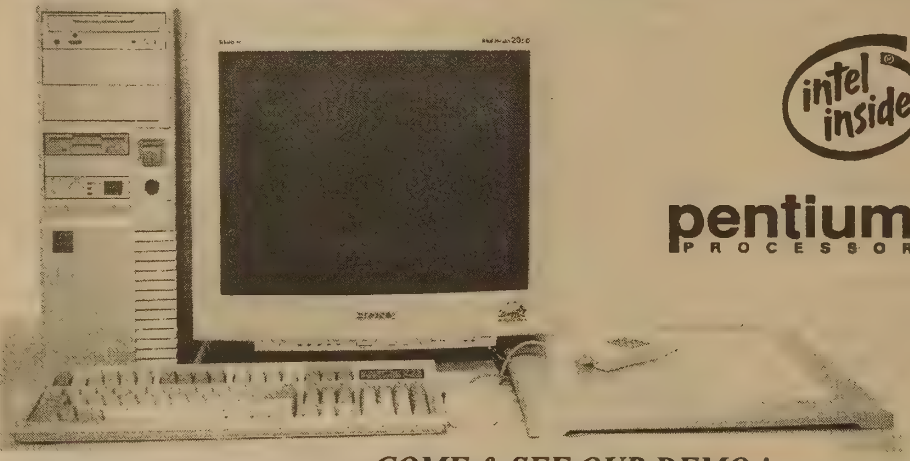

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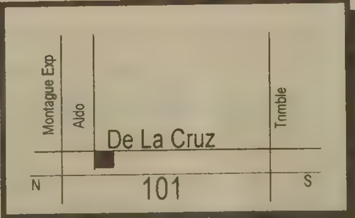

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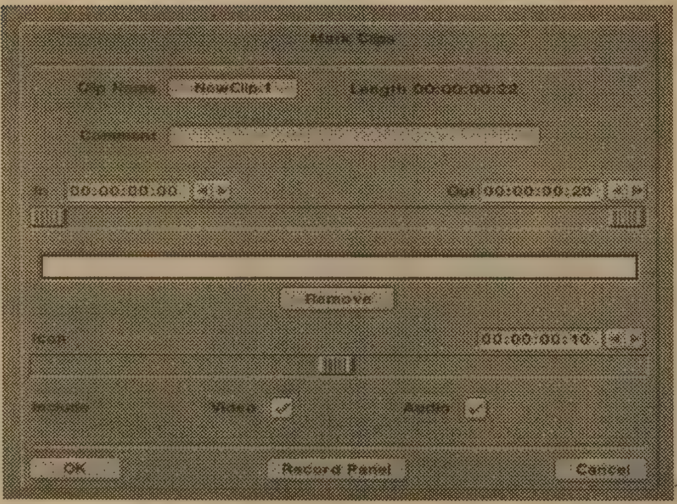
The Video Toaster Flyer

Digital Editing For The Masses

Yes, I'm finally going to review NewTek's Video Toaster Flyer, arguably the first "affordable," easy-to-use, online, broadcast-quality, nonlinear digital editing (NLE) system. (Whew! No wonder NewTek just calls it a tapeless editor.)

The Video Toaster Flyer lets you put together combinations of video and audio clips, computer animations, stills, graphics and titling overlays, real-time transition effects, etc.

The general interface is identical to that of the Video Toaster 4.0 software, which I previewed in *MicroTimes* two months ago. The difference lies in the ability to use and manipulate Flyer video and audio clips.



Clip Name NewClip.1 Length 00:00:00:22

Comment

In 00:00:00:00 Out 00:00:00:20

Icon 00:00:00:10

Video ☑ Audio ☑

Panel used to create Flyer clips from digitized video.

WHAT YOU NEED

To use the Flyer you must also have a Video Toaster card (original or Toaster 4000). Finding the proper installation route in the manual is a bit confusing due to the number of possible combinations of Amiga models and Video Toaster/Flyer cards. You may need professional help (for installation!). However, the instructions are well done and include lots of pictures. I had my board up and running in under one-half hour.

Besides the Toaster and an Amiga, you'll also probably want three dedicated hard drives. Two of these must be SCSI II; they're used for video, providing A-B switching capability. The third can be SCSI I and is dedicated to audio. Taking into account some overhead, you'll get roughly four minutes of video per gigabyte at the highest-quality setting. Audio is much less demanding; 1GB will handle about 100 minutes.

You can also connect a CD-ROM and DAT/Exabyte tape drive to the Flyer's SCSI bus. The latter provides project archiving with built-in tape handling capabilities. It is interesting to note that Flyer devices are accessible from the Amiga side and seem to be available for normal storage. However, saving files there might cause a playback conflict, since Flyer assumes it has total control over the SCSI buses.

BUDGET SYSTEM

If you are a LightWave animator, you'll be happy to know that a "budget" Flyer system can be set up using a single video drive. This is perfect for doing animation recording or a cuts-only edit—i.e., no A-B rolls.

However, it would be very easy to pre-render simple fade transitions as part of the animation itself. Since you can export Flyer clips as separate files, this workaround should also work for captured video, although it might be a bit time consuming. Audio captured with video will be available on a one-drive system, but to add a background audio track you'll need to have a separate audio drive.

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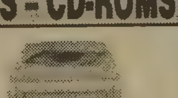

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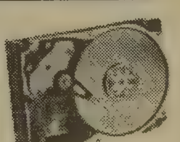

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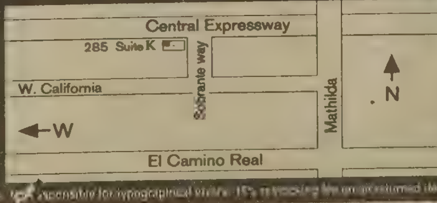

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WHAT DRIVES WORK

Buying the right Flyer drive is not a trivial matter. At the highest-quality setting, the Flyer is pumping around 5MB of data a second—no small feat for a hard drive. Forget about relying on specs or hanging your hat on a manufacturer's "AV" designation. Only certain drives will work and you can't even depend on the model number! The safest route is to purchase your drives from an authorized NewTek dealer who will guarantee compatibility with the Flyer in the highest-quality mode. Naturally, these will come at a premium price.

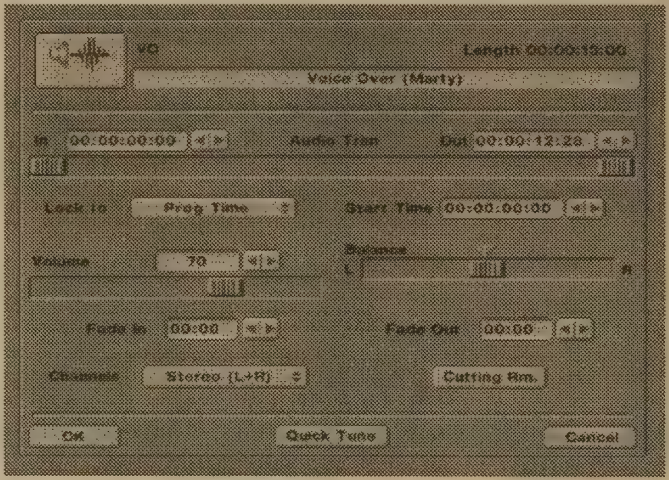
For this review, rather than going through the hassles of setting up a full-blown Flyer system at home, I enlisted the help of T. S. Computers in North Hollywood. They were more than happy to accommodate me, and spent several hours demoing the Flyer and fielding my questions.

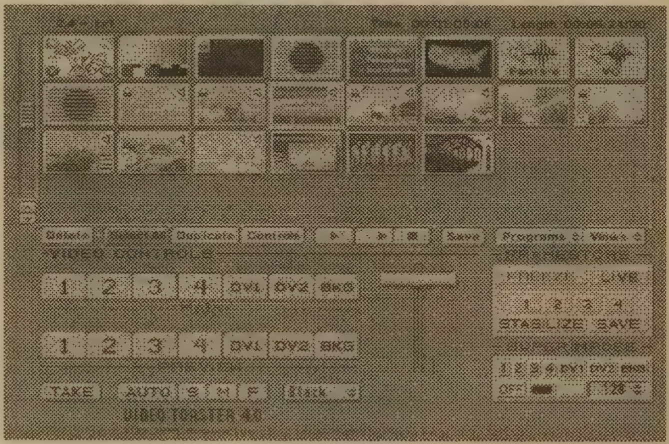
THE FLYER CARD

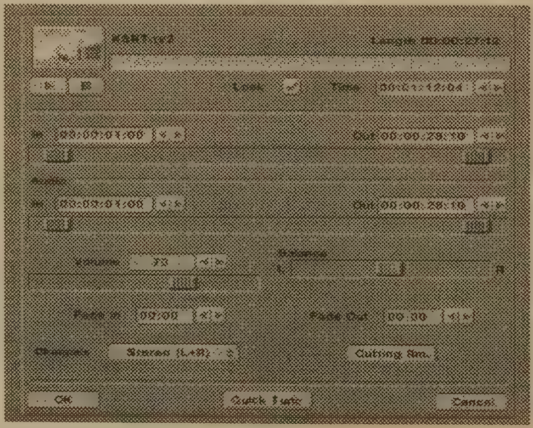
The Flyer card itself has three SCSI controllers to support up to twenty-one devices, fourteen for video and seven for audio. There are three sets of 50-pin internal connectors for each SCSI bus. You'll probably want NewTek's "Octopus" cable if you intend to use external drives. Installation could end up a wiring nightmare without one.

The board can handle eight channels of 16-bit audio (i.e., four stereo channels), although input/output is handled through only two pairs of RCA connectors. Flyer audio signals are –10dbv unbalanced. Video input/output is handled through the Toaster, plus the Flyer has its own composite and Y/C video inputs.

Two RS-232 serial ports are built in, so you can simultaneously record timecode. This will require external conversion hardware, if the video source equipment is generating LTC or VITC. I am told the current software is not dead-on frame accurate when recording lengthy clips. (I would imagine that this bug will be fixed ultimately.) Note that the Flyer does not yet output timecode.







Top to bottom: Audio Fine Tune panel; Main Project Sequence and Video Switcher screens; Video Fine Tune panel.

RECORDING VIDEO

From the Record panel you select the Flyer drive, quality setting, input source, left and right audio levels, etc. The panel also sports peak level indicator lights to help you set the optimum audio recording levels.

As has always been the case with the Toaster, videotape sources must be timebase corrected, although now you'll only need one TBC. Recording is controlled using VCR-like screen gadgets.

Once you digitize some video, a subsequent panel lets you identify which parts of the recorded video you want to save as Flyer clips. You can identify multiple clips which can even overlap. You can also independently indicate whether or not video and/or audio should be saved in the clips.

The software automatically sets up a head and a tail to each Flyer clip, which are only used during transitions, like a wipe. If you had a cut-edit, you would not see these frames. This can be adjusted later.

ANIMATION RECORDING

With LightWave 3.5, animations are rendered directly to a Flyer drive as a Preview Anim, or, alternatively, created from individual frames. LightWave 4.0 will interface with the Flyer via a "plug-in." There is even a feature that lets you directly utilize Flyer clips as image maps in LightWave!

SETTING UP A PROJECT

Once you have all your video and audio clips ready, you can drag their croutons (i.e., icons) to the Project window. If you want a transition between two video clips, you merely drag a Toaster Effect and drop it between the two video clips—logical and straightforward. The entire Project sequence is executed left to right, top to bottom.

Among the few exceptions to this sequential execution are audio croutons. Because multiple audio events can occur simultaneously, audio clips marry themselves to the first preceding video event. They will automatically start with a clip, but can play according to their own independent length.

TUNE UPS

If any of the video or audio clips need to be tweaked, you just access the control panel for the particular clip. For video clips, initially you get the Quick Tune panel, where you can adjust a clip's video in and out points, and toggle the audio on or off. The Fine Tune panel mostly adds the ability to adjust audio parameters, like audio in and out points, fade in and out time, volume, balance, and channel source.

The Quick Tune panel for audio clips is a little different. In addition to the in and out points,

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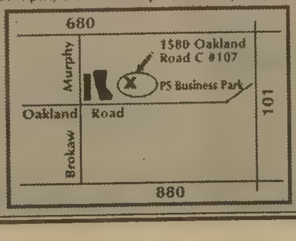

All Toaster effects are executed in real time. You don't need to set up a transition and then render the frames before you can see what things are going to look like. Just play it back and there it is.

you indicate whether the audio should start at the preceding video clip's in point or the very beginning of the clip. The audio Fine Tune panel includes the same audio controls as the video Fine Tune panel.

Note that all of these parameter adjustments don't change the actual video/audio data stored on the drives. However, there are provisions that allow you to destructively edit Flyer clips. This allows you to reclaim drive space occupied by unneeded data.

BROADENED ROLE OF TOASTERPAINT

ToasterPaint is now used not only for painting, but also as a general video clip processing station. Many ARexx scripts that manipulate Flyer clips can be executed from here. This includes things like coloring effects, conversions to/from IFF files, playback speed variations, etc. (Some ARexx scripts can also be executed directly from the main Files window.)

REAL TIME

One important thing that separates the Video Toaster Flyer from most other NLEs is that all Toaster effects are executed in real time. You don't need to set up a transition and then render the frames before you can see what things are going to look like. Just play it back and there it is. No matter how fast other systems may be, you can't beat real-time execution.

Of course, Toaster effects using scaled video still look pretty awful when scrutinized. However, most of the time you probably will (or perhaps should) only use cuts and fades anyway. You can always generate scaled-video transitions using LightWave, if quality is a real issue. (Watch a little network TV. You'll rarely see anything other than a cut or fade.)

VTASC

Flyer uses a proprietary compression called VTASC (pronounced "vee task"). The visual difference is that at higher compression settings (i.e., lower quality), video artifacting appears more natural. In contrast, video artifacts seen in common CODECs like JPEG and MPEG are very blocky and rectangular in appearance.

One downside of VTASC is that it is not as efficient at compressing data as are other CODECs; therefore there is not such a dramatic change in recording time capacity using the lower-quality settings compared to, say, JPEG. You get roughly 40% more time using the standard mode versus the high-quality mode, and twice as much time using the low-quality "extended" mode.

HOOKS

The Flyer software contains a rich ARexx implementation. This should allow third-party developers to not only enhance operations, but also "hook" into the Flyer, perhaps providing a totally customized interface. This will probably include EDL support.

CHILD'S PLAY

The Flyer interface was designed to be as simple as possible. It wouldn't surprise me at all to see elementary school kids producing videos with a Flyer system. I honestly don't think you could make that statement about any other NLE system.

Although video professionals probably feel compromised by the interface, I think NewTek believes this is a product for the masses. Plus, as sure as I am writing this, some third party will undoubtedly release an interface that the professionals can embrace.

Amiga Updates

IN AUGUST, ESCOM INDICATED THAT THEY WERE still on schedule for delivering new Amigas in September. The current plan is one hundred thousand A1200s and twenty thousand A4000Ts worldwide. They are planning various packages with large hard drives, more RAM, CD-ROM, etc. An '060-based 4000T is supposed to be available by November. A new multiscan monitor will be offered that supports the 15 to 38kHz horizontal scanning frequencies required to handle all Amiga modes.

Their North American marketing plans are (disturbingly) up in the air. What they really want is a "partner" (read money). They are also still undecided which CPU direction the Amiga architecture should take, but it will undoubtedly be RISC-based.

The British Amiga magazine *Amiga Computing* is now publishing a US version. This nearly 100-page periodical is colorful and informative. A basic twelve-issue subscription is only $28. For information check your newsstand or write: AMC Subs Dept., 460 Hillside Avenue, Hillside, NJ 07205.

Another thing holding the Video Toaster/Flyer back from professional acceptance is that the system's video and audio input/output interfaces do not adhere to professional standards. This limitation should be addressed in the future, perhaps with the upcoming portable Toaster/Flyer unit. (I want to point out that the Toaster's limitations have not prevented its frequent use on my cable service.)

HOW MUCH?

If you are starting from scratch, expect to pay over $15,000 for a fully configured base Flyer A-B roll system, which includes an Amiga 4000, TBC, drives, etc. From there you are basically just adding the cost of hard drives for greater recording/playback capacity. Obviously, the price will be less if you already have some of the necessary equipment or just need an animation recorder.

WORK IN PROGRESS

Already, a lot of people are using the Flyer in a production environment. Although I've heard some people have had problems, the software did not crash once during my demonstration. I should note that this review was mostly based on v4.04b. Version 4.05,

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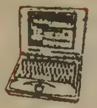

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486DX2/50	10.4" Active	340MB	2648
486DX2/50	10.4" Active	520MB	2848
486DX4/100	10.3 Dual Scan	340MB	2878
486DX4/100	10.3 Dual Scan	520MB	3098
486DX4/100	10.4" Active	340MB	3278
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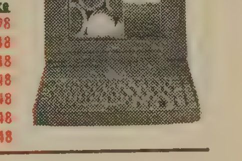
486DX2/50	4MB/20MB	9.5" Active	340MB	$2548
486DX2/50	4MB/20MB	9.5" Active	540MB	$2848
486DX4/75	4MB/20MB	9.5" Active	340MB	$2748
486DX4/75	4MB/20MB	9.5" Active	540MB	$3048



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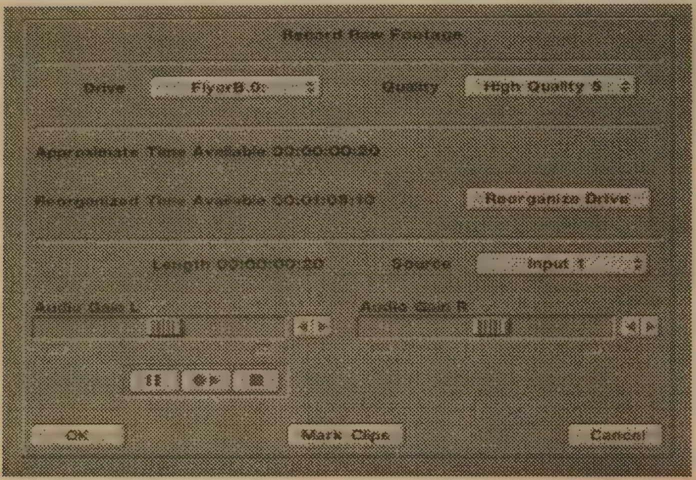
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Drive FlyerB.0:

Quality High Quality 5

Approximate Time Available 00:00:00:20

Reorganized Time Available 00:01:08:10

Length 00:00:00:20

Source Input 1

Panel used to record video and audio.

which currently is in limited release, fixes many bugs and adds a lot of cool features.

A standout new feature is the ability to sync video clips to an audio track by hitting the spacebar as a sequence plays. You can sync audio clips to video in the same manner. Another neat addition is an automatic "split edit" calculation function.

I thought the quality of the Flyer's output was incredible. Plus, the real-time Toaster effects and the simple drag-and-drop interface makes it an incredibly easy product to use. NewTek has put such tremendous power in the user's hands. I was extremely impressed by how smoothly everything operated.

KEEPING COOL

The Flyer and other internal components like hard drives generate a lot of heat. Amigas 4000s in particular can have significant problems. A cheap solution (about $20) is to place a large computer exhaust fan right behind the Amiga's exhaust vent, blowing away from the computer. The larger models are generally AC powered so all you need to do is wire it up to a plug. You might also add finger-protector grills. The fan makes a world of difference, though it does increase the noise level considerably.

A very special thanks to the T. S. Computer crew: Martin, James, Noland, Lee, and Kim, for all their help and information. (I'm not sure why they were so helpful. Perhaps it's because James is my brother.) I'd also like to thank Donetta Colboch and James Hebert of NewTek for their help and input. ■

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RESOURCES:

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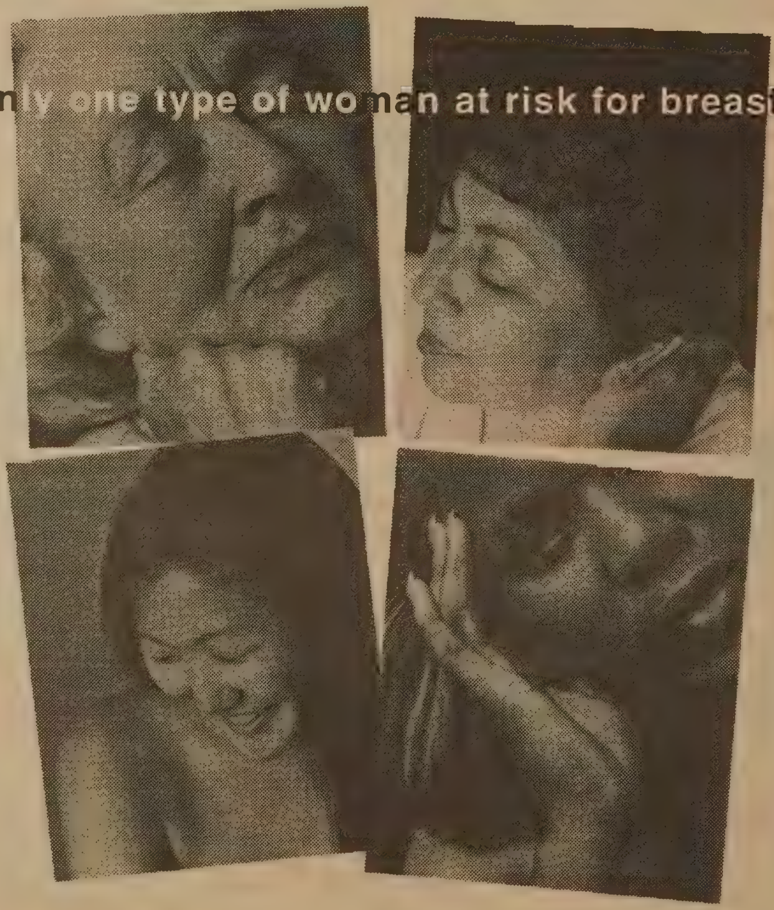

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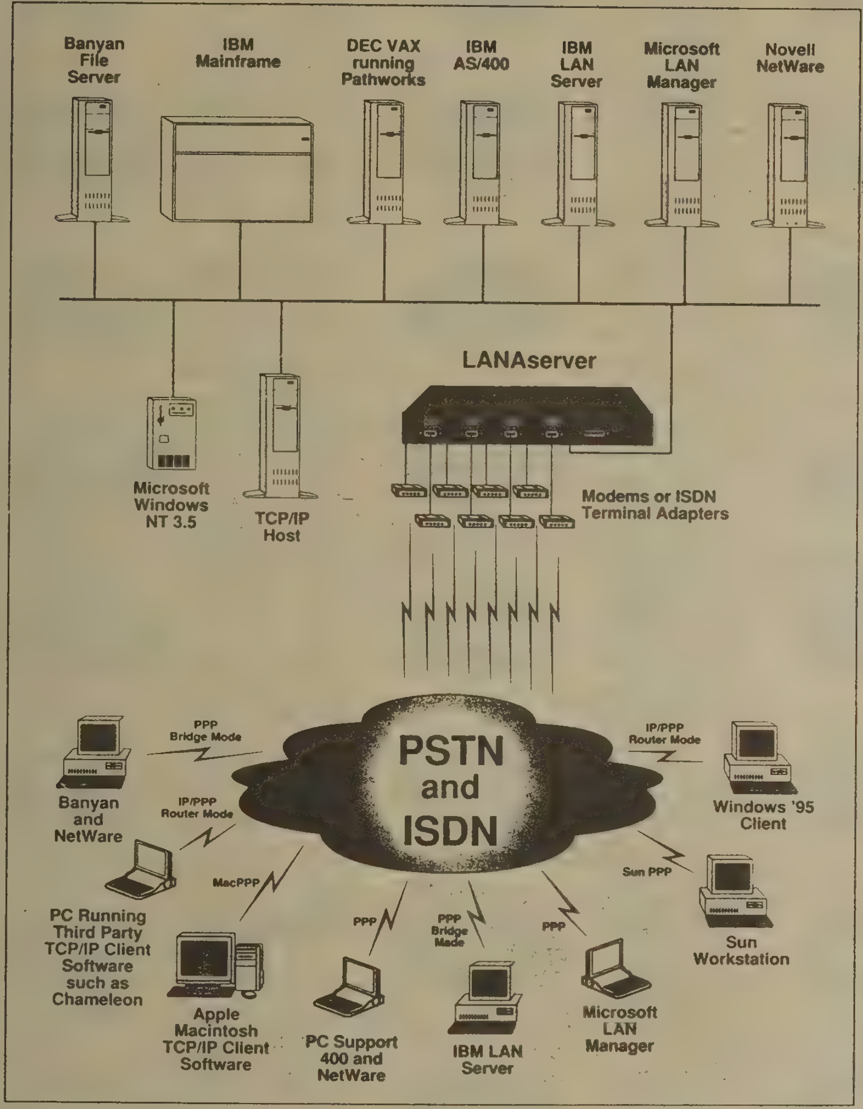

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MICROPOLIS	**9.1GB** $1969 FAST SCSI-2 MODEL# MC1991 ☐ 12ms Fast ☐ 512KB Cache ☐ 5.25" Full Height ☐ 5400 RPM ☐ 5 Year Warranty EXTERNAL UNIT $2069	**4.3GB** $1106 FAST SCSI-2 MODEL# MC3243 ☐ 8.9ms Fast ☐ 512KB Cache ☐ 3.5" Half Height ☐ 7200 RPM ☐ 5 Year Warranty EXTERNAL UNIT $1156	**1.7GB** $649 FAST SCSI-2 MODEL# MC2217 ☐ 10ms Fast ☐ 512KB Cache ☐ 3.5" Half Height ☐ 5400 RPM ☐ 5 Year Warranty EXTERNAL UNIT $689
Quantum	**4.3GB** $942 FAST SCSI-2 MODEL# GP34301 ☐ 8.6ms Fast ☐ 512KB Cache ☐ 3.5" Half Height ☐ 7200 RPM ☐ 5 Year Warranty EXTERNAL UNIT $992	**2.2GB** $626 FAST SCSI-2 MODEL# VP32210 ☐ 9ms Fast ☐ 512KB Cache ☐ 3.5"x1" Low Profile ☐ 5400 RPM ☐ 5 Year Warranty External Unit $676	**840MB** $225 FAST SCSI-2 MODEL# 30850TRS ☐ 14ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 4500 RPM ☐ 3 Year Warranty External Unit $275
Quantum	**1.0GB** $217 FAST ATA-2 MODEL# 31080FBA ☐ 12ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 5400 RPM ☐ 3 Year Warranty Model # 31080FBS Fast SCSI-2 ......$285	**731MB** $174 FAST ATA-2 MODEL# 30730LTA ☐ 11ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 4500 RPM ☐ 2 Year Warranty Model # 30730LTS Fast SCSI-2 ....$172	**365MB** $95 FAST SCSI-2 MODEL# 30365LTS ☐ 11ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 4500 RPM ☐ 2 Year Warranty External Unit $145
CONNER.	**2.1GB** $679 FAST SCSI-2 MODEL# CFP2105S ☐ <9ms Fast ☐ 512KB Cache ☐ 3.5"x1" Low Profile ☐ 5400 RPM ☐ 5 Year Warranty EXTERNAL UNIT $729	**850MB** $195 MODEL# CFS850A Enhanced IDE ☐ <15ms Fast ☐ 64KB Cache ☐ 3.5"x1" Low Profile ☐ Up to 13MB/sec Trans Rate ☐ 3600 RPM ☐ 1 Year Warranty All Other Models ....$Call	**635MB** $175 IDE DRIVE MODEL# CFS635A ☐ <15ms Fast ☐ 64KB Cache ☐ 3.5"x1" Low Profile ☐ Up to 13MB/sec Trans Rate ☐ 3600 RPM ☐ 1 Year Warranty All Other Models ....$Call
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IBM	**4.3GB** $1449 FAST SCSI-2 Utrastar XP 94G3196 ☐ 8ms Fast ☐ 512KB Cache ☐ 3.5" Half Height ☐ 7200 RPM ☐ 5 Year Warranty EXTERNAL UNIT $1499	**1.0GB** $282 FAST SCSI-2 DeskstarXP DPES-31080 ☐ 10.5ms Fast ☐ 512KB Cache ☐ 3.5"x1" Low Profile ☐ 5400 RPM ☐ NEW MR Head Technology ☐ 3 Year Warranty EXTERNAL UNIT $332	**540MB** $165 FAST ATA-2 DeskstarXP DPEA-30540 ☐ 12ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 4500 RPM ☐ NEW MR Head Technology ☐ 3 Year Warranty Other Models ....$Call
Maxtor®	**1.2GB** $269 FAST ATA-2 MODEL# 71260A ☐ <12ms Fast ☐ 256KB Cache ☐ 3.5"x1" Low Profile ☐ 2 Year Warranty Backed by Maxtor's No Quibble Guarantee EXTERNAL Parallel Unit $379	**850MB** $199 FAST ATA-2 MODEL# 7850AV ☐ 12ms Fast ☐ 64KB Cache ☐ 3.5"x1" Low Profile ☐ 3,551 RPM ☐ Backed by Maxtor's No Quibble Guarantee EXTERNAL Parallel Unit $309	**540MB** $178 FAST ATA-2 MODEL# 7540AV ☐ 12ms Fast ☐ 32KB Cache ☐ 3.5"x1" Low Profile ☐ 3,551 RPM ☐ 2 Year Warranty EXTERNAL Parallel Unit $288
WESTERN DIGITAL	**1.6GB** $409 FAST ATA-2 MODEL# WDAC31600 ☐ <10ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 5200 RPM ☐ 3 Year Warranty EXTERNAL Parallel Unit $519	**1.2GB** $288 FAST ATA-2 MODEL# WDAC31200 ☐ 10ms Avg Seek ☐ 64KB Cache ☐ 3.5"x1" Low Profile ☐ 4495 RPM ☐ 3 Year Warranty EXTERNAL Parallel Unit $398	**540MB** $169 FAST ATA-2 MODEL# WDAC2540 ☐ 11ms Avg Seek ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 4500 RPM ☐ 3 Year Warranty EXTERNAL Parallel Unit $279
FUJITSU	**1.0GB** $299 FAST SCSI-2 MODEL# M1606SAU ☐ 10ms Fast ☐ 512KB Cache ☐ 3.5"x1" Low Profile ☐ 5400 RPM ☐ 500,000 Hours MTBF EXTERNAL UNIT $349	**540MB** $184 FAST SCSI-2 MODEL# M2654SAU ☐ 12ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 4500 RPM ☐ 250,000 Hours MTBF EXTERNAL UNIT $234	**540MB** $160 IDE ATA-2 MODEL# M1603TAU ☐ 12ms Fast ☐ 128KB Cache ☐ 3.5"x1" Low Profile ☐ 4500 RPM ☐ 250,000 Hours MTBF EXTERNAL Parallel Unit $270

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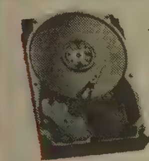

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Quantum

730MB FAST SCSI-2

- Model# 30730LTS
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- 11ms FAST, 4500 RPM.
- 128K Cache Buffer
- 300,000 Hours MTBF

$172

E-IDE & SCSI DRIVES

				INT	EXT
***Lightning Series**-(4500RPM/128K Cache/2 Yr Warr)*					
730MB	30730LTA	11ms	IDE	$174	$N/A
730MB	30730LTS	11ms	SCSI	$172	$222
***Fireball Series**-(5400RPM/128K Cache/3 Yr Warr)*					
1.08GB	31080FBA	12ms	IDE	$217	$NA
1.08GB	31080FBS	12ms	SCSI	$285	$335
***TrailBlazer Series**-(4500RPM/128K Cache/3 Yr Warr)*					
420MB	30420TRA	14ms	IDE	$145	$NA
840MB	30850TRA	14ms	IDE	$189	$NA
420MB	30420TRS	14ms	SCSI	$168	$218
840MB	30850TRS	14ms	SCSI	$225	$275
***Capella Series**-(5400RPM/512K Cache/5 Yr Warr)*					
2.2GB	VP32210S	8.5ms	3.5"x1"	$626	$676
***Grand Prix Series**-(7200RPM/512K Cache/5 Yr Warr)*					
4.3GB	GP34301S	8.6ms	3.5"	$942	$992
***Atlas Series**-(7200RPM/1MB Cache/5 Yr Warranty)*					
2.1GB	XP32150S	8ms	3.5"x1"	$789	$839
4.3GB	XP34300S	8ms	3.5"	$1249	$1299
***Empire-II Series**-(5400RPM/512K Cache/5 Yr Warr)*					
2.18GB	EMP32181S	8.9ms	3.5"x1"	$New	$Call
4.36GB	EMP34360S	8.9ms	3.5"x1"	$New	$Call
9.10GB	EMP39100S	8.9ms	3.5"	$New	$Call

CONNER

2.1GB FAST SCSI-2

- Model# CFP2105S
- 5 YEAR WARRANTY
- <9ms FAST, 5400 RPM.
- 512K Cache Buffer
- Up to1,000,000 Hours MTBF

$679 External ... $729

Enhanced IDE DRIVES

***FileProSeries**-(3,600RPM/64K Cache/1-3 Yr Warranty)*				
850MB	CFS850A	<15ms	3.5"x1"	$195
1.27GB	CFS1275A	<15ms	3.5"x1"	$269
***FilePro Advantage Series**- (4,500RPM /256K Cache / Up tp 16.7MB/s Data Trans Rate / 1-3 Yr Warranty)*				
540MB	CFA540A	12ms	3.5"x1"	$Call
850MB	CFA850A	<12ms	3.5"x1"	$Call
1.27GB	CFA1275A	<12ms	3.5"x1"	$Call

FAST SCSI-2 DRIVES

				INT	EXT
***FilePro Series**-(5,400RPM/512K Cache/5 Yr Warr)*					
1.0GB	CFP1060S	9ms	3.5"x1"	$285	$335
***FilePro Performance**-(512K Cache/5 Yr Warr)*					
1.0GB	CFP1080S	11ms	5400RPM	$299	$349
2.1GB	CFP2105S	8.5ms	5400RPM	$679	$729
2.1GB	CFP2107S	8.5ms	7200RPM	$769	$819
4.2GB	CFP4207S	9ms	7200RPM	$1029	$1079

Maxtor

1.2GB Enhanced IDE

- Model# 7120GA
- 2 YEAR WARRANTY.
- <12ms / 4,500 RPMs.
- 256K Cache Buffer.
- Audio Video Ready.

$269

Enhanced IDE DRIVES

540MB	7540AV	12ms	3.5"x1"	$178
850MB	7850AV	12ms	3.5"x1"	$199
1.2GB	71260A	Audio <12ms	3.5"x1"	$269
1.6GB	71626A	Video <12ms	3.5"x1"	$358

IBM

1.0GB FAST SCSI-2 DRIVE

- Model# DPES-31080
- 3 YEAR WARRANTY
- 10.5ms FAST, 5400 RPM.
- 512K Cache Buffer
- 500,000 Hours MTBF

$282 External ... $332

FAST SCSI-2 DRIVES

				INT	EXT
***Deskstar XP Family**-(MR Head Technology/3 Yr Warr)*					
540MB	06H7142	12ms	IDE	$165	$N/A
540MB	06H8559	12ms	SCSI	$185	$235
1.0GB	DPES31080	10.5ms	SCSI	$282	$332
***Satsuma Family**- (3 Year Warranty)*					
728MB	94G2647	12ms	SCSI	$225	$275
***Ultastar XP Family**-(MR Head Technology/5 Yr Warr)*					
2.3GB	94G3192	7.5ms	7200RPM	$999	$1049
4.5GB	94G3198	8ms	7200RPM	$1449	$1499
5.1GB	06H8431	8ms	Audio Video	$1829	$1879
5.3GB	94G3794	7.5ms	7200RPM	$1849	$1899

Seagate

4.3GB FAST SCSI-2

- Model# [illegible]
- 5 YEAR WARRANTY
- 9ms FAST, 5411 RPM.
- 512K Cache Buffer
- 800,000 Hours MTBF

$949 External ... $999

Enhanced IDE DRIVES

850MB	ST5850A	12ms	Fast ATA-2	$199
1.08GB	ST51080A	12ms	Fast ATA-2	$248

FAST SCSI-2 DRIVES

				INT	EXT
***Hawk Series**-(5411RPM/512K Cache/5 Yr Warr)*					
1.0GB	ST31230N	9ms	3.5"x1"	$375	$425
2.1GB	ST32430N	9ms	3.5"x1"	$709	$759
4.3GB	ST15230N	9ms	3.5"	$949	$999
***Barracuda Series**-(7200RPM/8ms Avg Seek/5 Yr Warr)*					
2.1GB	ST32550N	512KCache	3.5"x1"	$856	$906
4.3GB	ST15150N	1MBCache	3.5"	$1192	$1242
***Elite Series**-(5,400RPM/1MB Cache/5 Yr Warranty)*					
9.0GB	ST410800N	11ms	5.25"	$2079	$2179

WESTERN DIGITAL

1.6GB Enhanced IDE

- Model# [illegible]
- 3 YEAR WARRANTY
- <10ms FAST, 5200 RPM.
- 128K Cache Buffer
- Up to 16.6MB/s Trans Rate

$409

Enhanced IDE DRIVES

635MB	AC2635	*NEW*	3.5"x1"	$169
850MB	AC2850	<10ms	3.5"x1"	$198
1.28GB	AC31200	<10ms	3.5"x1"	$288
1.6GB	AC31600	<10ms	*NEW*	$409

HEWLETT PACKARD

1.2GB FAST SCSI-2 DRIVE

- Model# [illegible]
- 5 YEAR WARRANTY
- 9.5ms FAST, 5400 RPM.
- 512K Cache Buffer
- 800,000 Hours MTBF

$341 External ... [illegible]

FAST SCSI-2 DRIVES

				INT	EXT
1.2GB	C3724S	9.5ms	3.5"x1"	$341	$391
217GB	C3725S	9.5ms	3.5"x1"	$683	$733

MICROPOLIS

1.7GB FAST SCSI-2 DRIVE

- Model# MC2217
- 5 YEAR WARRANTY
- 10ms FAST, 5400 RPM.
- 512K Cache Buffer
- 300,000 Hours MTBF

$649 External ... [illegible]

FAST SCSI-2 DRIVES

				INT	EXT
1.75GB	MC2217	10ms	3.5"	$649	$689
2.0GB	MC4221	8.5ms	3.5"x1"	$824	$874
4.0GB	MC3243	8.5ms	3.5"	$1106	$1156
9.1GB	MC1991	11ms	5.25"	$1969	$2069

Audio Video FAST SCSI-2

				INT	EXT
1.75GB	MC2217AV	10ms	3.5"	$699	$739
2.0GB	MC4221AV	8.5ms	1"	$879	$929
4.0GB	MC3243AV	8.5ms	3.5"	$1189	$1239
9.1GB	MC1991AV	11ms	5.25"	$2153	$2253

FUJITSU

540MB FAST SCSI-2

- Model# [illegible]
- 3 YEAR WARRANTY
- 10ms FAST, 5400 RPM.
- 512K Cache Buffer
- 800,000 Hours MTBF

$184 External ... $234

Enhanced IDE DRIVES

***M160x Series**-(5,400RPM/512K Cache/3 Yr Warranty)*				
540MB	M1603TAU	10ms	PIO 4	$160
1.08GB	M1606TAU	10ms	PIO 4	$215

FAST SCSI-2 DRIVES

				INT	EXT
***M160x Series**-(5,400RPM/512K Cache/3 Yr Warranty)*					
540MB	M1603SAU	10ms	3.5"x1"	$184	$234
1.08GB	M1606SAU	10ms	3.5"x1"	$299	$349
***Allegro Series**-(7,200RPM/512K Cache/MR Head Tech)*					
2.17GB	M2915SA	9ms	3.5"x1"	$685	$735
4.3GB	M2934SA	10ms	3.5"x1"	$1099	$1149

FAST WIDE

Seagate

FAST WIDE DRIVES				INT	EXT
1.0GB	ST31230W	9ms	3.5"x1"	$409	$589
2.1GB	ST32430W	9ms	3.5"x1"	$815	$995
2.1GB	ST32550W	8ms	3.5"x1"	$929	$1109
4.3GB	ST15230W	9ms	3.5"	$1059	$1239
4.3GB	ST15150W	8ms	3.5"	$1399	$1579
9.0GB	ST410800W	11ms	5.25"	$2249	$2499
FAST WIDE DIFFERENTIAL					
4.3GB	ST15150WD	8ms	3.5"	$1389	$1639
9.0GB	ST410800WD	11ms	5.25"	$2299	$2599

Quantum

FAST WIDE DRIVES				INT	EXT
2.1GB	XP32150W	8ms	3.5"x1"	$899	$1079
2.2GB	VP32210W	8.5ms	3.5"x1"	$669	$849
4.3GB	GP34301W	8.6ms	3.5"	$988	$1168
4.3GB	XP34300W	8ms	3.5"	$1349	$1529

MICROPOLIS

FAST WIDE DRIVES				INT	EXT
2.0GB	MC4221W	8.5ms	3.5"x1"	$875	$1055
4.0GB	MC3243W	8.5ms	3.5"	$1219	$1399
9.1GB	MC1991W	11ms	5.25"	$2139	$2389
Audio Video FAST WIDE					
2.0GB	MC4221WAV	8.5ms	3.5"x1"	$989	$1169
4.0GB	MC3243WAV	8.5ms	3.5"	$1299	$1479
9.1GB	MC1991WAV	11ms	5.25"	$2299	$2549
FAST WIDE DIFFERENTIAL					
2.0GB	MC4221WD	8.5ms	3.5"x1"	$939	$1189
4.0GB	MC3243WD	8.5ms	3.5"	$1239	$1489

CONNER

FAST WIDE DRIVES					
1.0GB	CFP1060W	9ms	3.5"x1"	$599	$779
2.1GB	CFP2105W	8.5ms	5400RPM	$739	$919
2.1GB	CFP2107W	8.5ms	7200RPM	$849	$1029
4.2GB	CFP4207W	9ms	7200RPM	$1169	$1349

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FD-505	COMBO	1.2/1.44	$89

EPSON

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NEC

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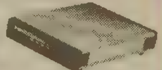
28.8	External for PC V.34-V.FC-V.42	$419
28.8	Dual Standard Data/Fax	$569
28.8	PCMCIA V.34 Data/Fax	$369
28.8	PCMCIA V.34 Dual Standard Data/Fax	$419



Supra Corporation

14.4	SupraExpress for PC **INT 144iPnP**	$82
28.8	SupraExpress for PC **EXT 288PnP**	$229
28.8	Supra for PC (V.34) Internal	$170
28.8	Supra for PC (V.34) External	$192
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28.8	Ext Express 288 for **Mac V.34**	$208

Modem Accessories

External Modem Serial Cables

DB9F to DB25M 6/10/15ft	$3.5/5/8
DB25F to DB25M 3/6/10/15/25ft	$4/5/7/8/10

High Speed Serial Cards by...

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16550 Enhanced Serial Boards w/Super IO !

"High Speed Communication Cards"
4 Serial
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Extended IRQ Levels
Flexible Addresses
Compatible with
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PORT-FOLIO 550E : 13-Port Super I/O 4 High Speed 16550 UARTs 2HD/4FD/2Bi-Parallel,1Game, Extented IRQ's Support $108

FlexPort42-6 Port : 4 -16550 High Speed Serial, 2 Bi-Directional parallel, Extended IRQ'S $94

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IO50	16550 High Speed I/O Card 2S/1P/1G	$20
IO45	Standard I/O Card 2S/1P/1G	$11

NoteBook DRIVES

TOSHIBA

***2.5" Series**-(4,200RPM/128K Cache/1 Yr Warranty)*					
540MB	MK1924FCV	**13ms**	12.7mm	Up to	$299
810MB	MK1926FCV	**13ms**	12.7mm	16.6MB/s	$499
1.3GB	MK2720FC	**NEW**	19mm	Trans Rate	$599

Quantum

***Daytona Series**-(4,500RPM/128K Cache/1 Yr Warr)*				
341MB	DY341AT	17ms	IDE	$Call
514MB	DY514AT	17ms	IDE	$Call
341MB	DY341S	17ms	**SCSI**	$239
514MB	DY514S	17ms	**SCSI**	$319
***Europa Series**-(4,500RPM/128K Cache/1 Yr Warr)*				
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810MB	20810EUA	17ms	IDE	$435
1.08GB	21080EUA	17ms	IDE	$490

FUJITSU

***Hornet Series**-(4,500RPM/256K Cache/1 Yr Warr)*				
240MB	M2637T	14.5ms	IDE	$248
240MB	M2637SA	14.5ms	**SCSI**	$249

Seagate

***Marathon Series**-(3,980RPM/120K Cache/3 Yr Warr)*					
455MB	ST9550AG	16ms	IDE	19mm	$385
524MB	ST9655AG	16ms	IDE	19mm	$406

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SCSI CONTROLLERS

adaptec

The #1 Name in SCSI Controllers

1460	Slim SCSI PCMCIA KIT **NEW Release**	$160
1505	16-Bit ISA TOTAL CD SCSI-2	$45
1515	16-Bit ISA TOTAL Connect SCSI-2 KIT	$77
1520	16-Bit ISA SCSI-2 7 Device CARD Only	$69
1522	16-Bit ISA SCSI-2 7Device & 2FD KIT	$127
1542CF	16-Bit BusMasterFastSCSI-2 CARD	$165
1542P	16-Bit BusMasterPlug & Play Card	$193
1542PK	16-Bit BusMasterPlug & Play **KIT**	$233
1640	16-Bit MicroChannel forPS/2,7HD Card	$169
1640K	16-Bit MicroChannel forPS/2,7HD KIT	$277
2742T	32-Bit TWIN-EISA KIT, 14HDs Card	$315
2742TK	32-Bit TWIN-EISA KIT, 14HDs **KIT**	$337
2742W	32-Bit WIDE EISA KIT w/WIDE CABLE	$360
2825VL	32-Bit VLB E-IDE/SCSI-2 KIT	$142
2842AVL	32-Bit Fast SCSI-2 VLB KIT	$218
2940	32-Bit PCI SCSI-2 KIT RISC-BASED I/O	$233
2940W	32-Bit PCI WideKIT w/ WIDE CABLE	$276
3940	DUAL Channel PCI Controller KIT	$382
3940W	DUAL Channel WIDE PCI KIT **NEW**	$437
3985	PCI RAID Adapter w/3 RISC-based Procs	$655
4510	Card Park PCMCIA Card Reader	$159
T348	Parallel to SCSI Plus 250KB/S	$90
T358	Parallel to SCSI EPP 1MB/S	$111

adaptec has released a pocket size serial port. the AIRPORT series. APA9310 $ 79.
APA9320 $ 99

BUSLOGIC

KT445C	32-Bit VLB Fast SCSI-2 KIT	$187
KT545C	16-Bit ISABusMaster Fast SCSI-2 KIT	$205
KT742A	32-Bit EISA SCSI-2 KIT	$264
KT747C	32-Bit EISA Fast SCSI-2 KIT	$298
BT757S	32-Bit EISA Fast Wide SCSI Card	$322
SW-190	Software Drivers for BT757S	$35
KT946C	32-Bit PCI Fast SCSI-2 KIT	$219
KT956C	32-Bit PCI Fast Wide SCSI-2 KIT	$255

MDPT

Super High Performance Caching BusMastering Controllers

SmartCache III & SmartRAID SCSI Adapters

PM2021/90	16 Bit ISA Bus Master Kit	$169
PM2021/95	16 Bit ISA Bus Master Kit	$178
PM2022/90	32 Bit EISA Bus Master Kit	$295
PM2022/95	32 Bit EISA Bus Master Kit	$309
PM2122/90	32 Bit EISA *High Performance*	$394
PM2122/95	32 Bit EISA *High Performance*	$419
PM2024/90	32 Bit PCI Bus Master Kit	$263
PM2124/90	32 Bit PCI *High Performance*	$393
CM4000	Caching Module for SmartCache	$369

qlogic

Fast! SCSI-2 CONTROLLERS

QLISA-CD	16-Bit ISA for CD ROMs	$39.50
QLISA	16-Bit ISA No Floppy Support.	$97
QLISA/FL	16-Bit ISA-FL	$110
QLVLB/FL	32-Bit VLB-FL	$189
QLEISA/FL	32-Bit EISA-FL	$195
PCMCIA10	*PCMCIA w/Corel SCSI Drivers*	$172
QLPCI-B	32-Bit PCI Basic Entry Level	$111
QLPCI-10	32-Bit IQ-PCI Model 10 Narrow	$187
QLPCI-W	32-Bit IQ-PCI Wide SCSI-3	$284

FUTURE DOMAIN

TMC1610	16-Bit CD ROM KIT	$59
TMC1660	16-Bit Value Pack No Floppy	$100
TMC1680	16-Bit Value Pack 7HD/4FD	$111
SCSI2GO	PCMCIA TYPE-II FastSCSI-2(10mb/s)	$198
TMC3260	32-Bit PCI Value Pack w/PowerSCSI	$132
MCS700	16-Bit MicroChannel w/Power SCSI	$123
MCS7000	32-Bit EISA SVP (2 Floppy Support)	$353

PROMISE TECHNOLOGY, INC.

DC440	**BusMaster SCSI/IDE VLB w/IO**	**$169**
DC540	**BusMaster WIDE SCSI PCI** (no wide cable)	**$178**

Quick Technology

High Performance Adapters..

Side-GOLD 32-Bit VLB+Fast SCSI-2 (>1GB Sup), E-IDE >528MB Support. 2-16550 Serial, 1 Bi-Directional Parallel(EPP/ECP),2.88 Support (Jumperless w/Drivers) $89

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IDE CONTROLLERS

BUSLOGIC

IDE CACHING CONTROLLERS

- High Performance w/Avg seek of 0.3ms.
- AutoIDE for easy setup.
- Uses std 30Pin SIMMS - 512KB up to 16MB.
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	Above card is new w/Support for IDE&ATAPI CD ROMs	
KT-510A	16Bit ISA up to 5MB/sec 4HD to4GB	$82
KT-910A	32Bit PCI up to 20MB/sec 4HD to4GB	$151

PROMISE TECHNOLOGY, INC.

EIDE2300+	EnhancedIDE/VLB w/16550IO&Ext BIOS	$46
EIDEMAX	16Bit ISA CoExist w/BIOS up to 8.4GB	$25
EIDE4030+	32Bit VLB Caching 4HD+1 ATAPI CD-Rom	$112
DC440	BusMaster SCSI/IDE VLB w/IO	$172
DC5030	BusMaster PCI IDE Caching Controller	$123
DC540	BusMaster PCI SCSI WIDE(noCable)	$178

HDSS

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200	16Bit ISA 2HD/2FD Controller w/Cables	$12
211	16Bit ISA 2HD/2FD w/2Serial\1Par\1Game	$17
243	32Bit VLB 2H/2F 2S/1P/1G E-IDE	$26
400	16Bit ISA 2HD/2FD 2-16550S/1EPP/1G	$19
500	32Bit VLB 2H/2F 2-16550S/1EPP/1GE-IDE	$27
600	32Bit PCI 4H/2F 2-16550S/1EPP/1G E-IDE	$37

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GSI Controllers Increase the Performance of IDE & Floppy Drives. Also Doubles the Transfer Rate on Floppy Tape Backups.

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1645-V1	Extends Any GSI ISA to full VESA 32Bit	$78
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18	16Bit2HD Co-Exist w/IDE-MFM-ESDI-RLL-SCSI	$30
21	16Bit ISA BUS 2HD/4FD (2.88 Support)	$47
32	16Bit MultiPort IDE,Floppy,Tape High Perf I/O	$98
4C	16Bit 4 channel, 8 IDE Drive Accelerator	$116

DATA TECHNOLOGY

2130	32Bit E-IDE PCI	$19
2183	16Bit IDE CD-ROM Controller	$10
2278E	32Bit VLB w/MultiFunction 16550 I/O	$27
2280H	16Bit ISA IDE Super 16550 I/O 2S/1P/1G	$19

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sIDE-1/16	8Bit PC/XT IDE Cont. W/BIOS	$29
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IDE Connectivity solutions
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IDE-AT	16-Bit IDE-16030 AT VALUE PAK	$44
IDE-VL	32-Bit IDE-32000 VLB VALUE PAK	$74
IDE-PCI	32-Bit PCI-32100 PCI VALUE PAK	$68

Quick Technology

Side	32-Bit VLB,2HD/2FD,E-IDE,2-16550 High Speed Serial,EPP and ECP,2.88 Support	$34
[illegible]	Similar to Above with BIOS,Dual Chnl 4HD/2FD, >528MB Support (Jumperless)	$45
[illegible]	16-Bit ISA,2H/2F,2-16550 High Speed Serial, 1 Bi-Directional Parallel EPP and ECP,2.88 Sup	$33
[illegible]	32-Bit PCI/E-IDE/Dual Chnl 4HD, >528MB Support, up to 13MB/sec data transfer	$17
[illegible]	16-Bit ISA,Dual Chnl 4H/2F,4-16550 Serial, 2Bi-Directional Parallel EPP & ECP	$58
[illegible]	32-Bit VLB+Fast SCSI-2 (>1GB Sup),E-IDE >528MB Sup. 2-16550Serial,1-Bi-Dir. Parallel(EPP/ECP),2.88 Support (Jumperless w/Drivers)	$89

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EXABYTE®

4.0GB Internal 4200CI Tape Drive Kit

- Adaptec 16-Bit SCSI Controller Card
- Backup Software (DOS,WIN or OS/2)
- Up to 28MB/Min Transfer
- One Data Cartridge
- **48 Hour Replacement WARRANTY**

$879

External Kit $929

		INT/EXT
2501	1GB 567KB/sec	$448/$498
2501K	Complete Kit for PC	$549/$599
4200	2GB up to 28MB/min w/Comp	$775/$825
4200C	4GB up to 28MB/min w/Comp	$777/$827
8205XL	3.5-7GB up to 32MB/min w/Comp	$1218/$1318
8505XLi	7-14GB up to 60MB/min w/Comp	$1827/$1927
EXB-BKT	Exabyte 5.25" Bracket for 3.5" Units	$20

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The Most Reliable Tape Backup for MAC,PC or SUN .

4mm DAT SERIES		INT / EXT
35470A	2.0GB 3.5" 183kb/sec DDS	$688/$738
35480A	4-8GB 3.5" up to 732kb/sec DDS	$798/$848
C1533A	4-8GB HW DataComp. DDS-2	$1059/$1159
C1553A	24-48GB 6-Cart Autoloader cap.	$2088/$2119
HP-BKT	HP 5.25" Bracket for 3.5" DAT Units	$25

CONNER®

Archive VIPER 1/4" SERIES

		INT	EXT
2150S	250MB 112KB/sec	$295	$345
2525S	525MB 200KB/sec	$455	$509

Python DAT SERIES (4mm)

4320NT	2GB up to 11MB/min - INT/EXT	$755/$809
4324NP	4GB Turbo-22MB/min 1MB Cache-INT	$797
4326NP	4-8GB 5MB/sec 1MB Cache -INT	$877
4352XP	4-8GB DAT SCSI-2 w/Data Comp-EXT	$1135
4584NP	Int 16GB (Auto Loader DAT)	$2168

CONNER TAPE•STOR™

TS420	420MB Runs Off Floppy Port	$122
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TS850P	850MB (QIC WIDE) Parallel Port	$331
TS1700	1.7GB (QIC WIDE)-w/Floppy Cont	$221
TS4000A	4.0GB (QIC WIDE)-IDE w/Card	$474
TS4000	4.0GB (QIC WIDE)-SCSI	$475
TS4000E	4.0GB(QIC WIDE)-SCSI External	$579

COLORADO™ MEMORY SYSTEMS INC.

INTERNAL: RUNS OFF FLOPPY PORT

DJ20	250MB (JUMBO 250)	$125
DJ35	350MB (JUMBO 350)	$131
DJ25	680MB (JUMBO 700)	$183
T1000	800MB HP Colorado TRAVAN	$182
DJ50	1.4GB (JUMBO 1400) *NEW*	$276

POWERTAPE

		INT / EXT
PT10	1.0GB SCSI-2 - 1/4"	$619/$699
PT25	2.0GB SCSI-2 - 1/4"	$945/$1089
PT50	4.0GB SCSI-2 - 1/4"	$1139/$1169
PD60	2-4GB SCSI-2 DAT *NEW*	$995/$1089

Trakker

EXTERNAL RUNS OFF PRINTER PORT

JT35	350MB TRAKKER 350	$261
JT25	680MB TRAKKER 700	$322

WangDAT

4mm DAT SCSI Series

3100	2.0GB 3.5" DDS 183kb/s	$680/$780
3200	4-8GB 3.5" DDS-DC up to 366kb/s	$746/$846
3400DX	4-8GB DDS-2, 22-44mb/min	$888/$988

WANGTEK

5.25" 1/4" SCSI TAPE BACKUP

5150ES	250MB	6.75 MB/min	$295/$519
5525ES	525MB	12 MB/min	$408/$639
51000HT	1.2GB	17.1 MB/min	$519/$699
9500DC	5-10GB	36-72 MB/min	$818/$999

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NBDOS	SINGLE USER FOR DOS	**$52**
NBWIN	SINGLE USER FOR WINDOWS	**$55**
NBOS/2	SINGLE USER FOR OS/2 (Warp Sup)	**$69**
NBNET50	NLM 50 USER (DOS)	**$325**
NBNETU	NLM UNLIMITED USERS (DOS)	**$385**
NBNETJr	NLM JUNIOR (DOS) for Networks	**$188**
NBMAC	Nova MAC for Macintosh	**$65**

OPTICALS

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NEW!

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Tahiti-4M	*4MB* Cache buffer	$CALL
Tahiti-3M	*1MB* Cache buffer	$1735/$1835
Tahiti-3M	*4MB* Cache buffer	$1915/$1999
1.3GB Cart	(512or1024bSector) Glass/Poly	$122/$89

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Rewritable Optical Drives

C1716T	1.3GB 5.25" INT/EXT	$1885/$1985
C2550A	1.3GB 5.25" External	$2349
C1100A	20GB Ext Juke Box (20XT)	$4589
	1.3GB(1024b/s) or 1.2GB(512b/s)cartridge	$88

FUJITSU

DynaMO 2512 230MB 3.5" Optical

2512A/2512B Internal 230MB Unit	$488/$512
External with 230MB Cart for PC	$569
EXTERNAL w/16 Bit Adapter & Cart for PC	$649
EXTERNAL w/Software,Cable & Cart for MAC	$575

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Tahoe 230

The Next Generation of the 1st Portable Optical Drive

230MAC	Portable 230MB for MAC	$699
230PCT	Portable for PC (Parallel)	$839
230PCA	Portable w/Adaptec Interface	$795
230PCAN	Portable for PC (no Interface)	$696
Pak-Travel	Battery,charger & travel case	$105

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1.3 MAC	External 1.3GB for MAC	$1665
1.3PC	External w/Adaptec Interface	$1739
1.3PCAN	External for PC (no Interface)	$1659
1.3PCi	Internal w/Adaptec Interface	$1729

IBM

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230MB Internal/(External with cart)	$516/$675
1.3GB Internal 5.25" Removable MO	$1599
1.3GB External 5.25" Removable MO	$1918

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341MB	DY341AT	17ms	IDE	$259
514MB	DY514AT	17ms	IDE	$299
540MB	20540EUA	17ms	IDE	$369
810MB	20810EUA	17ms	IDE	$419
1.08GB	21080EUA	17ms	IDE	$469
341MB	DY341S	17ms	SCSI	$229
514MB	DY514S	17ms	SCSI	$320

TOSHIBA

352MB	MK1824FCV	13ms	12.7mm	$265
540MB	MK1924FCV	13ms	12.7mm	$369
810MB	MK1926FCV	13ms	12.7mm	$499
1.3GB	MK2720FC	*NEW*	19mm	$649

Parallel Port Drives

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NEW!

- Compact and Sleek Design.
- Includes Carrying Bag for true portability.($40 Value)
- No cards to install, plugs into printer port.
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HD400	Portable 400MB+ Drive	$245
HD500	Portable 500MB+ Drive	$299
HD700	Portable 700MB+ Drive	$355
HD800	Portable 800MB+ Drive	$379
HD1200	Portable 1.2GB Drive	$429
HD1600	Portable 1.6GB Drive	$599

Portable CD-ROM Drives

CD4X	Portable Quad Speed CD-ROM	$275

PCMCIA & Parallel Controllers

adaptec

1460	Slim SCSI PCMCIA KIT **NEW**	$160
T348	Parallel to SCSI Plus 250KB/S	$90
T358	Parallel to SCSI EPP 1MB/S	$111

PCMCIA FAX/MODEMS

U.S. Robotics • Sportster

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28.8	PCMCIA 2.1Fax/Modem	$323

The Only V. Everything Modem !

28.8	PCMCIA V.34 Data/Fax	$349
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TAPES & CARTS

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Maxell/3M/Sony	90 Meter	$15/$65
Fuji-DG90M	90 Meter	$13/$55
Sony/HP	120 Meter(DDS-2)	$29/$139
4mm Cleaning Cartridge		$20/$95

	8mm Data Carts	Ea./5Pak
Exabyte/Sony	112 Meter up to 5GB	$19/$90
Exabyte/Sony	160 Meter XL up to 7GB	$29/$140

	Mini Data Carts	
Sony	QIC-WIDE QW5122F up to 420MB	$20/$95
Sony	QIC-WIDE QW3010XLF up to 850MB	$26/$125
Sony	QIC-WIDE QW3080XLF up to 4GB	$33/$160
3M	DC2750/MC3000 (750MB)	$28/$135
EXABYTE	DC2750/MC3000 (750MB)	$30/$145
EXABYTE	MC3000XL (1GB)	$39/$190
3M	MC3000XL (1GB)	$35/$168
3M	MC3000XL Formatted	$40/$190
Sony	QD2120 QIC80 up to250MB	$22/$105
Sony	QD2120 unformatted up to250MB	$19/$90
3M	DC2120 Ximat up 250MB	$17/$79
3M	DC2120XL Ximat up 350MB	$25/$120
Maxell	DC2120 unformatted tapes	$15/$69
Maxell	DC2120 QIC 80 formatted	$18/$85
Maxell	2120 Cleaning Kit	$22/$100
GIGATEK	DC2120 QIC80 up to250MB	$15/$69
GIGATEK	DC2120XL up to350MB	$22/$104

	1/4" Data Carts	Ea./5Pak
Sony	QD6150 - 150MB	$17/$79
Sony	QD6250 - 250 MB	$23/$104
Sony	QD6525 - 525 MB	$29/$140
3M/Maxell	DC6150 - 150MB	$16/$75
3M/Maxell	DC6250 - 250MB	$22/$99
3M/Maxell	DC6525 - 525MB	$28/$135
GIGATEK	DC6150 - 150MB	$14/$65
GIGATEK	DC6250 - 250MB	$19/$90
GIGATEK	DC6525 - 525MB	$24/$109
3M	Magnus 1.2 - 1.2 GB	$45/$215
3M	Magnus 2.0 - 2.0 GB	$59/$285
GIGATEK	DC9120 - 1.2GB	$45/$215
GIGATEK	DC9200 - 2.0GB	$59/$285
Maxell	DC-9135 - 1.3 GB	$49/$235

	3.5" Optical Carts	Ea./5Pack
3M/Ricoh	128MB 512 bytes/sec	$30/$140
Verbatim/Maxell	230MB 512 bytes/sec	$47/$219
FUJITSU	230MB 512 bytes/sec	$48/$265
KOMAG/Philips	230MB 512 bytes/sec	$29/$139
OMD-230HS	230MB Pinnacle Hi Speed Media	$39/$190

	5.25" Optical Carts	
Maxoptix	1.2G-512b/s or1.3G-1024b/s-Glass	$189
Maxoptix	1.2G-512b/s or1.3G-1024b/s-Poly	$149
HP	1.2G-512b/s or1.3G-1024b/s	$109
OMD1200HS	Pinnacle 1.2G 512b Hi Speed (Universal)	$119
OMD1300HS	Pinnacle 1.3G 1024b Hi Speed	$119

	Blank Recordable CDs	1/5Pk
540MB	63min Compact Disc SONY	$13.59/64
540MB	63min Compact Disc Other	$12.50/60
650MB	74min Compact Disc Kodak	$16.99/$80
650MB	74min Compact Disc Sony	$15.99/$75
650MB	74min Compact Disc Other	$13.99/$68
RCD-74	74min Compact Disc Pinnacle	$19/$90

SCSI ACCESSORIES

EXTERNAL SUBSYSTEM CABLES

Centronics 50 to 50 Pin SCSI-2	$29
Centronics 50 to DB 25-Pin 3ft/6ft	$7/$12
Centronics 50 to Centronics 50 3ft/6ft	$7/$13
Centronics 50 to DB-50 3ft/6ft	$32/$42
Centronics 50 to 68 Pin Fast Wide 3ft/6ft	$69/$79
DB-50 to 50 Pin SCSI-2 3ft	$45
DB-50 to DB-50 3ft	$39.99
50 Pin SCSI-2 to SCSI-2 3ft/6ft	$33/$45
68 Pin Wide to Wide 3ft/6ft	$69/$79

INTERNAL RIBBON CABLES

50-Pin SCSI 2/3/4 device	$5/$9/$12
50-Pin SCSI 5/6/7 device	$14/$18/$22
68-Pin SCSI Fast Wide 3 Connector 2 device	$65
68-Pin SCSI Fast Wide 5 Connector 4 device	$99
68-Pin SCSI Fast Wide 8 Connector 7 device	$139

Other Accessories ....

Centronics 50 Terminator Single End	$9/$13
Centronics 50 Terminator ACTIVE w/LED	$19
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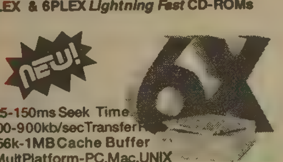

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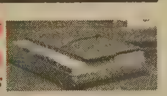

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VideoNet With QuickCam And CU-SeeMe

Online Videoconferencing For Everyman

Remember the days before fax? I do.

When I was working for a PR firm in the mid-'80s, hidden in the depths of the supply room was this dusty device that looked like a WWII Japanese walkie-talkie. The only person in the office who knew how to use it was one of the partners, who exchanged pages with associates in the Far East. And I would read industry opinion on "electronic facsimile—the sleeping giant of communications," and even more rebuttals giving the reasons why it could never mainstream.

Now I hear similar arguments explaining why dialtone videoconferencing will never get beyond the occasional novelty niche application.

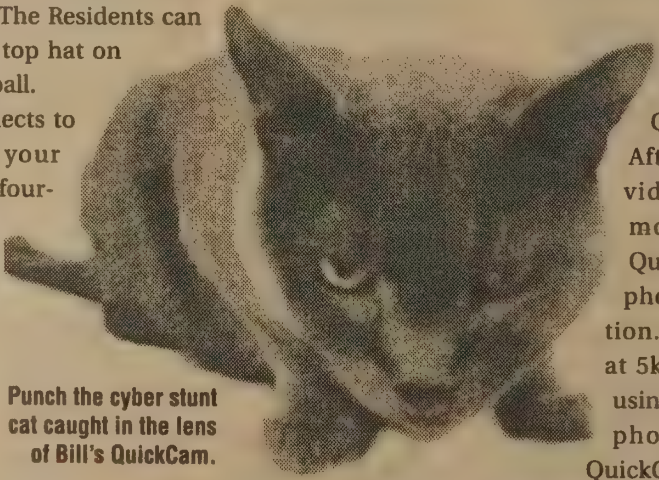
I don't know of a single person today who isn't affected by faxes. Ten years from now, not being able to see the person you're talking to on the vphone may induce a state of sensory deprivation.

QUICKCAM

Dialtone desktop videoconferencing isn't here for everyone yet, but two hardware and software breakthroughs have set the stage for the coming talkshow/showtalk revolution, and more supportive refinements are on the way. At a street price of under $100, Connectix's QuickCam for the Macintosh has brought two-way vision to the desktop in an easy and affordable package the size of a tennis ball.

QuickCam is now available in a Windows version, though your PC will need a sound card for voice, whereas sound is already built in to all Macs. Connectix' serene sphere sits in a pyramidal cup base or—with its photo-standard screw socket—you can mount the QuickCam on a tripod or copy stand with ease. Fans of The Residents can perch a miniature top hat on this electronic eyeball.

QuickCam connects to a serial port on your computer. I use a four-way data transfer switch box out of the printer port on my Power Macintosh, with the QuickCam and a Visioneer PaperPort sharing the extra outlets with the printer.


Punch the cyber stunt cat caught in the lens of Bill's QuickCam.

This digital diviner sees sixteen shades of gray in a 4-bit grayscale, with a 65-degree field of view, equivalent to a 38mm lens on a 35mm camera. Focus is fixed from 18 inches to infinity. You can record motion documents with it, and it acts just as well as a digital still camera, recording up to a 320 x 240 pixel image.

The QuickCam package comes with QuickMovie, a movie recording application that includes simple cut-and-paste editing functions and the ability to do time-lapse video; QuickPICT, an application that allows you to take still photos; QuickSaver, an AfterDark-compatible video screen saver module; and QuickFrame, a desktop photo gallery application. Sound is recorded at 5kHz sampling when using an internal microphone. The Color QuickCam will be released before the end of the year.

For videoconferencing, any software that is

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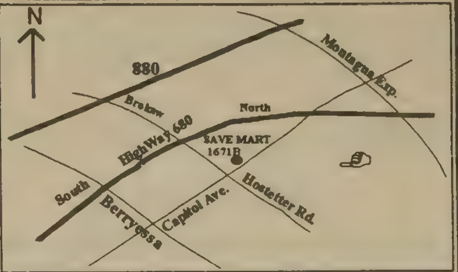

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Intel Endeavor P5-120/256K Pipelined PCI	869
Intel Endeavor P5-100/256K Pipelined PCI	685
Intel Endeavor P5-90/256K Pipelined PCI	575
Intel Endeavor P5-75/256K Pipelined PCI	520
Intel Endeavor P5-133/256K PCI	997
Intel Endeavor P5-120/256K PCI	849
Intel Endeavor P5-100/256K PCI	669
Intel Endeavor P5-90/256K PCI	539
Intel Endeavor P5-75/256K PCI	479
Intel ZappaTriton P5-133/256K PCI	905
Intel ZappaTriton P5-120/256K PCI	759
Intel ZappaTriton P5-100/256K PCI	575
Intel ZappaTriton P5-90/256K PCI	475
Intel ZappaTriton P5-75/256K PCI	380
Intel Triton P5-133/256K PCI	867
Intel Triton P5-120/256K PCI	724
Intel Triton P5-100/256K PCI	553
Intel Triton P5-90/256K PCI	423
Intel Triton P5-75/256K PCI	350
SIS PENTIUM-100/256K PCI	488
SIS PENTIUM-90/256K PCI	358
SIS PENTIUM-75/256K PCI	300
SIS PENTIUM-66/256K PCI	260
SIS PENTIUM-60/256K PCI	230
486DX4-100/256K VLB AMD (3v & 5v)	180
486DX2-80/256K VLB AMD (3v & 5v)	135
486DX2-66/256K VLB AMD (3v & 5v)	130
486DX4-100/256K VLB INTEL (3v & 5v)	230
486DX2-66/256K VLB INTEL (3v & 5v)	190
486DX-33/256K VLB INTEL (3v & 5v)	130

BEST BUY SYSTEM MULTIMEDIA

Intel Endeavor P5- 133/256K Pipelined PCI	1,933
Intel Endeavor P5- 120/256K Pipelined PCI	1,785
Intel Endeavor P5- 100/256K Pipelined PCI	1,599
Intel Endeavor P5- 90/256K Pipelined PCI	1,475
Intel Endeavor P5- 75/256K Pipelined PCI	1,415
Intel Endeavor P5- 133/256K PCI	1,892
Intel Endeavor P5- 120/256K PCI	1,744
Intel Endeavor P5- 100/256K PCI	1,564
Intel Endeavor P5- 90/256K PCI	1,434
Intel Endeavor P5- 75/256K PCI	1,374
Intel Zappa Triton P5- 133/256K PCI	1,877
Intel Zappa Triton P5- 120/256K PCI	1,739
Intel Zappa Triton P5-100/256K PCI	1,540
Intel Zappa Triton P5- 90/256K PCI	1,410
Intel Zappa Triton P5- 75/256K PCI	1,345
Intel Triton PENTIUM 133/256K PCI	1,827
Intel Triton PENTIUM 120/256K PCI	1,684
Intel Triton PENTIUM 100/256K PCI	1,513
Intel Triton PENTIUM 90/256K PCI	1,383
Intel Triton PENTIUM 75/256K PCI	1,310
SIS PENTIUM100/256K PCI	1,468
SIS PENTIUM 90/256K PCI	1,338
SIS PENTIUM 75/256K PCI	1,288
SIS PENTIUM 66/256K PCI	1,240
SIS PENTIUM 60/256K PCI	1,210
486DX4-100/256K VLB AMD	1,145
486DX2-80/256K VLB AMD	1,125
486DX2-66/256K VLB AMD	1,115
486DX4-100/256K VLB INTEL	1,169
486DX2-66/256K VLB INTEL	1,160
486DX-33/256 VLB INTEL	1,115

SYSTEM CONFIGURATION

- * MotherBoard w/256 KCache
- * 8 MB RAM installed
- * 1.44 Floopy Drive
- * **540 MB Fast IDE Hard Drive**
- * EIDE VLB w/I/O (PCI for Pentium)
- * SVGA VLB w/ 1MB
- * SVGA PCI W/1MB (For Pentium)
- * 14" SVGA .28 Non-in Color Monitor
- * Mini Tower Case w/230W P.S
- * 101 Mitsumi keyboard
- * Microsoft Compatible Mouse w/ Pad
- * 2x CD-ROM + Sound Blaster 16
- * 80 Watt Speakers
- * Free CPU cooling Fan

UPGRADE	ADD
810 MB IDE	40
850 MB IDE	50
1.0 GB IDE	90
1.2 GB IDE	110
4x CD-ROM	70
Mid Tower Case	25
Full Tower Case	40
Microsoft Mouse	20
Logitech Mouse	15
15" Monitor	100
1MB DRAM VIDEO	50
Diamond St 64 w/1MB	50

WINDOWS 95

FULL VERSION ONLY $99

with system purchase. Free installation

SPECIAL

This Month Only

PENTIUM 90 MHz 4x MULTIMEDIA

- Intel Zappa Triton PCI 256K MB.
- P5-90 MHz Intel CPU
- 8 MB RAM 72 pin
- EIDE PCI w/I/O 16550 built-in
- 1.0 GB IDE Hard Disk
- 1.44 Floppy Drive
- Diamond Stealth 64 PCI w/ 1MB
- Impression 14" .28 NI Monitor
- Medium Tower Case w/ 230 Watt
- 101 Mitsumi Keyboard
- Microsoft Serial Mouse w/ Pad
- Quad Speed CD-ROM IDE
- Sound Blaster 16 Vibra (Creative L.)
- 100 Watt Speakers
- Free CPU cooling Fan
- Windows 95 full version w/ CD

only **$1689**

SPECIAL THIS MONTH only

PENTIUM 90 INTEL CPU
w/ INTEL ZAPPA TRITON PCI 256 K

ONLY $449

Limit 1 per customer. No reseller

486DX4-100 INTEL CPU
W/ MB VLB 256 K

ONLY $215

Limit 1 per customer. No reseller

4MB - 1x36 - 70 ns 72 pin

ONLY $129

4 MB memory. Limit 2 per customer. No reseller

72 PINS MEMORY

2 MB 80 ns 72 PIN(512Kx32)	$60
4 MB 70ns 72 PIN (1x32)	125
4 MB 70ns 72 PIN (1x36)	140
8 MB 70ns 72 PIN (2x32)	250
8 MB 70ns 72 PIN (2x36)	285
16 MB 70ns 72 PIN (4x32)	470
32 MB 70ns 72 PIN (8x32)	950

30 PINS MEMORY

1 MB 70ns 30 PIN (1x9)	32
4 MB 70ns 30 PIN (4x9)	145

VGA

SVGA VLB-PCI w/ 1MB/2MB	70/120
ATI	
Mach 32 PCI 1MB DRAM	95
Mach 32 PCI 2MB VRAM	245
ATI WinTurbo VLB w/ 4MB	375
SPiDER	
Lynx 64 PCI 1MB/2MB	75/120
32 VLB 1MB/2MB	80/125
256 CACHE VLB 1MB/2MB	80/125
Tarantula Lite(S3) PCI w/ 1MB/2MB	85/130
Tarantula 64 PCI 1MB/2MB VRAM	160/225
Tarantula 64 VLB or PCI 4MB VRAM	330
DIAMOND	
Stealth SE VLB 1MB/2MB DRAM	90/140
Stealth 64 PCI/VLB 1M/2M DRAM	115/160
Stealth 64 PCI/VLB 2M/4M VRAM	240/390

CONTROLLERS

IDE w/I/O - EIDE VLB - IDE PCI	10/15/26
NCR - SCSI PCI w/Wide SCSI	89
Adaptec SCSI 1522/1542	79/148
Adaptec SCSI 2842 VLB	180
Adaptec SCSI 2940 PCI	180
Adaptec 3940 MultiChannel SCSI PCI	290
Adaptec 3940W MultiChannel SCSI PCI	330

HARD DRIVERS

FUJITSU 540 MB IDE/ 1.0 GB IDE	150/225
MAXTOR 540 MB/850 MB	165/190
MAXTOR 1.2GB IDE	250
CONNER 420 / 810 /850IDE	135/175/190
CONNER 1.2 GB IDE	250
CONNER 540MB/1GB SCSI	190/350
QUANTUM 540 / 1GB MB SCSI	190/350
WESTERN DIGITAL 540/850	180/200
WESTERN DIGITAL 1.2 GB IDE	290

MULTIMEDIA

Sound Blaster Compatible 16 bit	50
SoundBlaster 16 IDE / 16 MCD	69/69
Sound Blaster 16 SCSI II	115
SONY CD-ROM /IDE Double Speed	75
PANASONIC CD-ROM Double Speed	65
PANASONIC Quad Speed IDE CD-ROM	145
MISUMI Quad Speed IDE CD-ROM	150
TEAC 4X SPEED CD-ROM	135
TOSHIBA 4X SPEED IDE	160
NEC SCSI-2 CD-ROM Quad Speed kit	220
4X KIT: 4x CD-ROM + Sound Blaster 16 Vibra IDE + Speakers + 11 CD titles (Grolier Encyclopedia, Robo Cop 3 ..)	265

KEYBOARDS

Mitsumi / Keytronic / Focus 2001	13/24/35

MISCELLANEOUS

Fax/Modem 14400 / 28800	50/120
Zotriz 14400 Fax/Modem w/ Voice	60
US ROBOTICS Fax/Modem 14400	99
US ROBOTICS Fax/Modem 28800	230
Mini Tower Case w/LED 230 Watt P.S	34
Desktop AT case w/230 Watt P.S	40
Medium Tower Case w/ LED 230 Watt P.S	58
Full Tower Case w/LED 250 Watt P.S	74
Microsoft Mouse Serial	25
Logitech Mouse Serial	20
1.44 /1.2 Floppy Drive	30/35
TEAC 1.2/1.44 Combo Drive	89
Any CD-ROM Audio Cable to SBlaster	5
CPU Cooling Fan 486/P5-90	5/8
80 Watt / 100 Watt Speakers	40/50

TERMS AND CONDITIONS

1- One year parts & labor on all complete system.
2- Not responsible for type errors.
3- Price and availability subject to change w/o notice.
4- 15% Restocking fee on returns
5- All special-ordered items are non-refundable.

BENTEK 486 SYSTEM

- * MotherBoard VLB w/256K Cache+CPU (4 sockets 30 & 2 sockets 72 pin)
- * 4MB RAM installed
- * 1.44 Floopy Drive
- * 420 MB IDE HD
- * IDE Controler w/ 2HD/2FD/2S/1P/1G
- * Spider 256 VesaLBus 16.7 Million color
- * 14" SVGA .28 Color Non-IN Monitor
- * Mini Tower Case w/230W P.S.
- * 101 keyboard + Mouse w/ Pad

486DX4-100/256K VLB INTEL	850
486DX2-66/256K VLB INTEL	820
486DX-33/256K VLB INTEL	750
486DX4-120/256K VLB AMD	830
486DX4-100/256K VLB AMD	810
486DX2-80/256K VLB AMD	770
486DX2-66/256K VLB AMD	760

BENTEK PENTIUM SYSTEM

- * Intel Triton MB PCIw/256K Cache+CPU
- * 8MB RAM installed 72 pin
- * 1.44 Floopy Drive
- * 540 MB IDE HD
- * IDE PCI w/ I/O 16550 controller
- * Spider Tarantula Lite PCI video (S3)
- * 14" SVGA .28 Color Non-IN Monitor
- * Mini Tower Case w/230W P.S.
- * 101 keyboard + Mouse w/ Pad

Intel Pentium 133MHz	$1678
Intel Pentium 120MHz	$1524
Intel Pentium 100MHz	$1349
Intel Pentium 90MHz	$1229
Intel Pentium 75MHz	$1153

QuickTime-compatible should be compatible with QuickCam. Products known to work are: QuickTime Conferencing by Apple, BeingThere PRO by Intelligence at Large, and CU-SeeMe by Cornell University.

CAMBOTS AND CAT CAMS

Teleconferencing aside, QuickCam is truly a ball. You can set MovieMaker to do animation and time-lapse exposures. QuickCam plugs into a PowerBook. Clip the orb on your hat, set MovieMaker to time-lapse, and walk across campus or over the Golden Gate Bridge (add a neutral density filter for outdoor shooting). Folders of demos, freeware, and shareware are on the CD-ROM that you receive after you register, including the freeware version of CU-SeeMe. Eric Johnston's CamBot is a wily and wacky app that lets you invoke its motion detection mode. Move, you sucker, and the tiny window flashes green as an alarming voice cries "Intruder!!"

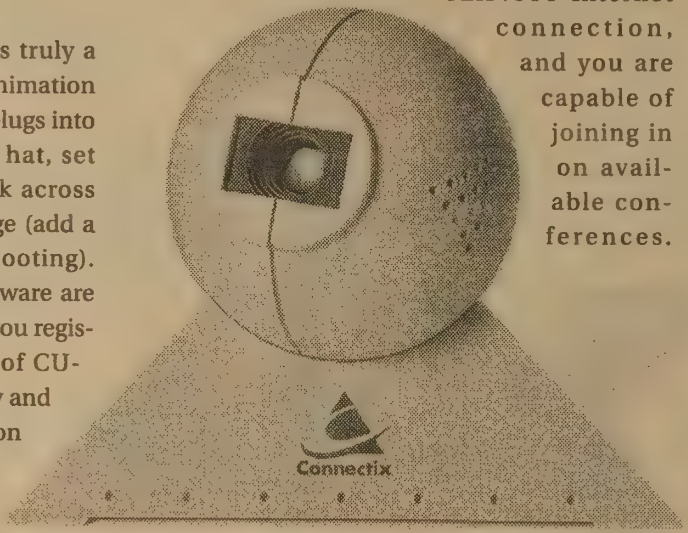
Berkeley software developer Bill Bates has rechristened his QuickCam the "Cat Cam" on a project involving a virtual animated cat. Bates uses his QuickCam to study the motions of his real cat, Punch, and has written special cat-centric software for the device. "QuickCam is small and silent, which helps a lot with animals. In fact, my cat thinks it's one of his toys, and will bat it around if it's off the tripod. I have some wild close-up footage that gives you a very clear idea of how scary it would be to be a mouse."

Bates' software allows him to lay "cat traps," running the QuickCam in background and turning on recording when his cat enters the frame. "I now have documentary proof that he's scratched the sofa," says Bates, "but I still haven't figured out where he goes at night."

CU-SEEME: SHARING FACES OVER THE INTERNET

The resolution is herky. The frame rate is jerky. But through these little black-and-white windows cyberspace is getting in-your-face personal.

A hardy mutant sprout from the groves of academe at Cornell, CU-SeeMe democratizes videoconferencing at a Volkswagen level of communications technology for Mac, Windows, and Win95. A minimal camera like Connectix's QuickCam, at least a 14.4K baud modem—though 28.8 is preferred—a SLIP/PPP Internet connection, and you are capable of joining in on available conferences.



> **SOFTWARE DEVELOPER BILL BATES:** "QUICKCAM IS SMALL AND SILENT, WHICH HELPS A LOT WITH ANIMALS. IN FACT, MY CAT THINKS IT'S ONE OF HIS TOYS, AND WILL BAT IT AROUND IF IT'S OFF THE TRIPOD. I HAVE SOME WILD CLOSE-UP FOOTAGE THAT GIVES YOU A VERY CLEAR IDEA OF HOW SCARY IT WOULD BE TO BE A MOUSE."

Thus far, CU-SeeMe is dependent upon "reflectors," about fifty big computer servers located at universities and institutions who intermittently host conferences.

NASA-TV uses CU-SeeMe to broadcast daily, with space shuttle transmissions, astronaut interviews, control room activity, and more. Students in classrooms around the country are experimenting with the technology—from a special "Computers in School" elementary-grade program in Arlington, Virginia, to college-level instruction at the University of Massachusetts. Here in San Francisco, George Coates Performance Works used CU-SeeMe live on stage to link together performers in "The Nowhere Band" show.

CU-SeeMe is available by FTP to: *cu-seeme.cornell.edu/pub/video*. Here are some Web sites for resources and connections:

http://www.connectix.com

http://www.indstate.edu/msattler/scitech/comp/hardware/quickcam.html

http://www.virtualvegas.com

http://www.cea.berkeley.edu/~bboyd/ccdpage.html

http://www.cast.uni-linz.ac.at/st/staff/rm/QTquickcam

COMING SOON TO A CYBERSTATION NEAR YOU

Desktop videoconferencing is taking some big strides in the next few months. This September Connectix will release the first version of VideoPhone, its new videoconferencing package. From Apple, Connectix has licensed QuickTime Conferencing for the Macintosh version of VideoPhone. Their recent acquisition of InVision of Tulsa provided a software solution for the Windows platform.

Connectix will sell a QuickCam and VideoPhone bundle for under $200 that will attract corporate as well as home users. The VideoPhone software will be available separately as well.

In release 1.0, the Mac and Windows versions will differ and will not be able to talk to each other. On the Macintosh, the video device can be plugged into either the modem port or the printer port. On the PC it can plug into the parallel port. VideoPhone for the Mac will work on a LAN configuration with AppleTalk and TCP/IP, and over ISDN and T-2, but not yet over a modem. The Windows version works on TCP/IP and Novell IPX, ISDN, T-2, and over modems that are 14,400bps or faster. Both support a multipoint collaborative whiteboard and document sharing.

On a LAN, both the Macintosh and the Windows applications can run at 24fps. The frame rate of the Windows software over a modem can be as high as 6–8fps. Over ISDN, they will be about 12fps. Video files can be received, downloaded, and saved, and the only limitations are the size of your hard drive. If you are running at 128Kbps, recording file size will run at about 1MB/minute. The more users who

COMPUTER TECHNOLOGY SOURCE

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HARD DRIVES

Quantum

Atlas

2.1GB	XP32150	8ms	Fast SCSI-2	$889
4.3GB	XP34300	8ms	Fast SCSI-2	$1389

Capella

2.2GB	XP32210	8.5ms	Fast SCSI-2	$679

Fireball

1.0GB	1080	12ms	Fast SCSI-3	$309
1.0GB	1080	12ms	EIDE	$229

GrandPrix

4.3GB	XP34301	8.6ms	Fast SCSI-3	$999

MICROPOLIS

2.1GB	MC4221	8.9ms	Fast SCSI-2	$859
2.1GB	MC4221AV	8.9ms	Fast SCSI-2	$989
4.3GB	MC3243	8.9ms	Fast SCSI-2	$1119
4.3GB	MC3243AV	8.9ms	Fast SCSI-2	$1249
9.1GB	MC1991	12ms	Fast SCSI-2	$1999
9.1GB	MC1991AV	12ms	Fast SCSI-2	$2199

Seagate

1.0GB	ST31220A	12ms	EIDE	$239
1.0GB	ST51080N	10ms	Fast SCSI-2	$449
1.0GB	ST31230N	9ms	Fast SCSI-2	$419
2.1GB	ST32430N	9ms	Fast SCSI-2	$759
2.1GB	ST32550N	8ms	Fast SCSI-2	$889
4.3GB	ST15230N	9ms	Fast SCSI-2	$1029
4.3GB	ST15150N	8ms	Fast SCSI-2	$1379
9.0GB	ST410800N	11ms	Fast SCSI-2	$1999

IBM

1.0GB	94G3187	11ms	Fast SCSI-2	$309
2.1GB	94G3054	7.5ms	Fast SCSI-2	$1119
4.3GB	94G3196	8ms	Fast SCSI-2	$1589
5.3GB	94G3787	8ms	Fast SCSI-2	$1799

FUJITSU

1.1GB	M1606T	9.5ms	EIDE	$209
1.1GB	M1606S	9.5ms	Fast SCSI-2	$319
2.1GB	M2915S	9.5ms	Fast SCSI-2	$829

HEWLETT PACKARD

1.2GB	C3724S	9.5ms	Fast SCSI-2	$409
2.2GB	C3725S	9.5ms	Fast SCSI-2	$789

CONNER

1.0GB	CFP1060S	9ms	Fast SCSI-2	$349
1.0GB	CFP1080S	11ms	Fast SCSI-2	$339
1.2GB	CFS1275A	12ms	EIDE	$279
2.1GB	CFP2105S	8.5ms	Fast SCSI-2	$679
2.1GB	CFP2107S	8.5ms	Fast SCSI-2	$699
4.3GB	CFP4207S	9ms	Fast SCSI-2	$999

WESTERN DIGITAL

1.0GB	WD31000	10ms	EIDE	$259
1.2GB	WD31200	10ms	EIDE	$279
1.6GB	WD31600	9ms	EIDE	$419

Maxtor

1.0GB	71050AV	12ms	EIDE	$229
1.2GB	71260AV	12ms	EIDE	$239
1.6GB	71626AP	12ms	EIDE	$419

NOTEBOOK HARD DRIVES

TOSHIBA

540MB	M1924FCV	13ms	EIDE	$319
815MB	MK1926FCV	13ms	EIDE	$459
1.3GB	MK2720FC	13ms	EIDE	$Call

REMOVABLE DRIVES

SyQuest

88MB	SQ5110C	SCSI	$235
200MB	SQ5200C	SCSI	$359
270MB	SQ3270A	IDE	$339
270MB	SQ3270S	SCSI	$339

SyQuest Cartridges

Capacity	*Model*	*Size*	*Single/5Pak*
44MB	SQ400	5.25"	$49/235
88MB	SQ800	5.25"	$55/265
105MB	SQ310	3.5"	$59/285
200MB	SQ2000	5.25"	$79/385
270MB	SQ3270	3.5"	$65/315

CONTROLLERS

adaptec

SCSI Host Adapters

All Kits include software, cables, and documentation!

AVA-1505	16 Bit ISA to SCSI-2 Kit (no cable!)	$49
AVA-1515	16 Bit ISA to SCSI-2 Kit with BIOS	$89
AHA-1522A	16 Bit ISA to SCSI-2, 7 device	$139
AHA-1542CP	16 Bit BusMaster Fast SCSI-2 Kit	$259
AHA-1640	16 Bit MCA to Fast SCSI-2 Kit	$299
AHA-2742AT	32 Bit EISA to Fast SCSI-2 Kit	$349
AHA-2742W	32 Bit EISA to Wide SCSI Kit	$379
AVA-2825VL	32 Bit VL to Fast SCSI-2 & EIDE Kit	$159
AHA-2842VL	32 Bit VL to Fast SCSI-2 Kit	$239
AHA-2940	32 Bit PCI to Fast SCSI-2 Kit	$259
AHA-2940W	32 Bit PCI to Wide SCSI Kit	$289
AHA-3940	2-channel PCI to Fast SCSI-2 Kit	$419
AHA-3940W	2-channel PCI to Wide SCSI Kit	$469
AHA-3985	3-channel PCI RAID-5 Kit	$709
APA-348	Parallel Port to SCSI Kit	$119
APA-358	Enhanced Parallel Port to SCSI Kit	$149
APA-1460	16 Bit PCMCIA to Fast SCSI-2 Kit	$199
APA-4510	PCMCIA Card reader	$179

BUSLOGIC

SCSI Host Adapters

All Kits include software, cable,
BusMaster SCSI adapter, and documentation!

KT-445C	32 Bit VLB Fast SCSI-2 Kit	$199
KT-545C	16 Bit ISA Fast SCSI-2 Kit	$219
KT-747C	32 Bit EISA Fast SCSI-2 Kit	$319
KT-757C	32 Bit EISA Fast Wide SCSI Kit	$379
KT-946C	32 Bit PCI Fast SCSI-2 Kit	$239
KT-956C	32 Bit PCI Fast Wide SCSI Kit	$269

IDE Caching Controllers

KT-410AC	32 Bit VLB, 4HD to 4GB, CD-ROM	$125
KT-510AC	16 Bit ISA, 4HD to 4GB, CD-ROM	$95
KT-910A	32 Bit PCI, 4HD to 4GB	$165

PROMISE

EIDE2300+	EIDE/VL, 16550, w/BIOS	$59
DC4030+	EIDE/VL, 16550, caching up to 16MB	$119
DC5030	PCI/IDE, caching up to 16MB	$139

VIDEO CARDS

DIAMOND

Stealth SE 1MB PCI/VLB DRAM	$99
Stealth SE 2MB PCI/VLB DRAM	$159
SpeedStar 64 2000 1MB ISA DRAM	$159
SpeedStar 64 2000 2MB ISA DRAM	$219
Stealth 64 Video 2000 1MB PCI/VLB DRAM	$189
Stealth 64 Video 2000 2MB PCI/VLB DRAM	$239
Stealth 64 Video 3000 2MB PCI/VLB VRAM	$349
Stealth 64 Video 3000 4MB PCI/VLB VRAM	$489
Viper Pro Video 2MB PCI/VLB VRAM	$419
Viper Pro Video 4MB PCI/VLB VRAM	$559

NUMBER NINE VISUAL TECHNOLOGY

9FX Vision 1MB 330 Power accel. PCI DRAM	$139
9FX Vision 2MB 330 Power accel. PCI DRAM	$189
9FX Motion 531 1MB PCI/VLB DRAM	$189
9FX Motion 531 2MB PCI/VLB DRAM	$229
9FX Motion 771 2MB PCI/VLB VRAM	$299
9FX Motion 771 4MB PCI/VLB VRAM	$449
IMAGINE 128 4MB PCI VRAM	$799
IMAGINE 128 1600 4MB PCI VRAM	$1079
IMAGINE 128 PRO 8MB PCI VRAM	$1799

ATI TECHNOLOGIES INC.

Graphics Xpression PCI/VLB/ISA 1280x1024, up to 75HZ, 1MB/2MB DRAM.	$159/209
WinTurbo PCI/VLB/ISA 1280x1024, 2MB VRAM	$269
Graphics Pro Turbo PCI/VLB/ISA 1280x1024, up to 100HZ, 2MB/4MB VRAM	$349/499
Graphics Pro Turbo 1600 PCI 1600x1200, up to 100HZ, 4MB VRAM.	$Call

matrox

All cards upgradeable to 4MB & 8MB

Millennium 2MB PCI 1600x1200 @ 85HZ	$349
Millennium 4MB PCI 1600x1200 @ 85HZ	$469

TAPE BACKUP

HEWLETT PACKARD

DAT Series (4mm)		*Int/Ext*
35470A	2.0GB, 3.5," DDS-1, 183KB	$699/799
35480A	2-4GB, 3.5," DDS-1, 366KB	$819/919
C1533A	4-8GB, 3.5," DDS-2, 510KB	$999/1099
C1553A	24-48GB, 5.25," DDS-2	$2079/2189
HP-BKT	5.25" bracket for 3.5" Int. unit	$39

EXABYTE

Every tape backup includes 1 free tape,
2 year warranty (48 hour repair/replace) and cable!

		Int/Ext
1500	1.3GB QIC w/comp.	$279/NA
2501	1-2GB QIC w/SW comp.	$439/639
4200	2-4GB 4mm w/SW comp.	$769/869
4200C	2-4GB 4mm w/HW comp.	$869/969
8205XL	3.5-7GB 8mm, 32MB/min w/comp.	$1299/1399
8505XL	7-14GB 8mm, 60MB/min w/comp.	$1979/2099
EXB-BKT	5.25" bracket for 3.5" Int. unit.	$39

CONNER

Tape•Stor Mini-Cartridge Tape Backup System

TSM-420	Int. 420MB QIC Wide.	$135
TSM-420P	Ext. 420MB QIC Wide.	$275
TSM-850	Int. 850MB QIC Wide.	$195
TSM-850P	Ext. 850MB QIC Wide.	$355
TSM-1700	Int. 1.7GB QIC Wide.	$235
TSM-4000	Int. 4.0GB QIC Wide SCSI	$505
TSM-4000E	Ext. 4.0GB QIC Wide SCSI	$625
TST-800	Ext. 800MB Travan	$165
TST-800E	Int. 800MB Travan	$295
TST-3200	Int. 3.2GB Travan.	$Call

NETWORKING

IBM

48G7169	ISA Ethernet LAN Adapter	$99
0934331	PCMCIA Ethernet LAN Adapter	$159
92G7632	ISA Token Ring LAN Adapter	$229
04H6922	PCMCIA Token Ring LAN Adapter	$349

intel

EtherExpress Flash	$119
EtherExpress Pro/10 with Flash	$129
EtherExpress Pro/100 PCI Adapter	$219
TokenExpress PRO LAN Adapter w/Flash	$249

SMC

EtherEZ	ISA Ethernet Adapter, UTP	$115
EliteCard	16 Bit PCMCIA Ethernet Adapter	$125
EtherPower	PCI Ethernet Adapter, UTP	$135
TigerHub-TP6	6-Port Twisted Pair Ethernet Hub	$165

3Com

3C509B	Etherlink-3, 16 Bit EISA TPO	$109
3C590	Etherlink-3, PCI BusMastering 10BT	$159
3C16180	Link Builder TP 8-Port Hub	$189
3C16670	Link Builder FMS2 12-Port Hub	$549

Novell

NetWare & Upgrades	$Call

MODEMS

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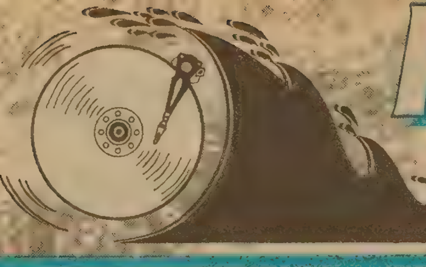

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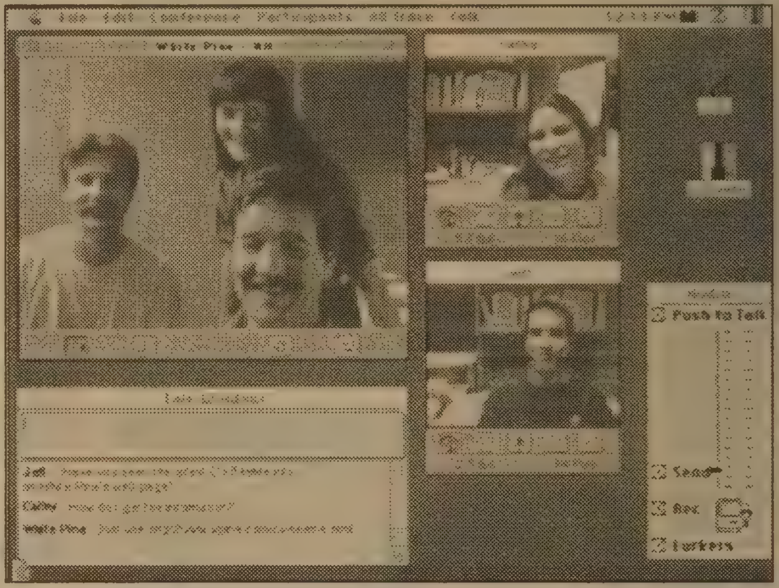

Desktop videoconferencing with CU-SeeMe.

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The second release of VideoPhone is planned to be able to support multiplatform networks and let Macs and Windows machines communicate with each other by modem and ISDN.

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continued on page 360

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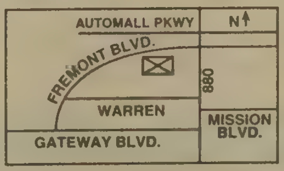

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Alternate Realities: Past And Future

Juli And Harry Benke's Digital Worlds

There's a time machine nestled amidst the rolling hills of Novato's outskirts. It's disguised as an office where husband-and-wife team Juli and Harry Benke run their two businesses. Harry's Visual Impact Analysis gives clients a glimpse into the future; Juli's Julianne Multimedia, Inc. sends people on a stroll down memory lane.

Through VIA, Harry can show interested parties how a particular site will look once the proposed shopping center, gas station, or housing tract is in place. He sells his services to planners, developers, environmentalists, scientists, engineers, and the general public. Anybody who wants to know "what if" can get a precise, visual answer to that question.

Using photos, topological maps, architectural and landscaping plans of the site, along with a variety of computer programs, Harry creates photo-realistic images of the finished project. A bucolic, sunbaked California hillside is transformed into lush, green golf course, complete with putting greens and hazards so lifelike you can almost smell the fresh-cut grass. He can put your face between Lincoln's and Roosevelt's at Mount Rushmore, and it will look so real you'll believe you used to be President.

Juli is marketing her blast-from-the-past, psychedelic '60s screen saver, which rotates randomly through thirty-three different rock posters from the old Family Dog shows. Among the images are artworks by Stanley Mouse, Alton Kelley, Victor Moscoso, and Rick Griffin. The featured acts include the Grateful Dead, Quicksilver Messenger Service, The Steve Miller Blues Band, and The Jefferson Airplane.

She is confident these poster images are a digital winner. "They tweak a nostalgic nerve in almost everyone in the baby boomer generation," she says, noting that the beauty of this product is that it doesn't demand anything of the user. "The key to our screen saver is its simplicity. There's no interaction, no noise; it's a simple way of viewing beautiful art."

Juli and Harry Benke

SEEING IS BELIEVING

Harry attended Drexel University in Philadelphia and California College of Arts and Crafts in Oakland. He confesses that he always wanted to be a painter, but his friends and family told him he couldn't make a living at it, so he pursued his interest in math and science, instead.

He first got involved with computing back in 1969. "I was programming as a free-lancer, using punch cards. Personal computers didn't exist, the concept was a science fiction fantasy, something between *I, Robot* and *The Twilight Zone...*" When home computers became a reality, Harry merged his love of art with his computer skills—"Creating 3-D graphics became my hobby."

Harry's hobby became his vocation in 1989 when he and Julie founded VIA. The driving force behind VIA is the California Environmental Qualities Act, according to Harry. CEQA requires environmental impact studies of a wide variety of construction, demolition, and environmental clean-up projects. "For example, suppose some people want to build on a piece of land in downtown San Rafael," he says. "They decide they want to wreck an old building and put up one that's three stories higher. They submit their application to the city, and the city has to determine how those three extra stories will impact the surroundings."

Before computer technology entered this field, analysts had to rely on architectural renderings to determine how a completed project would affect the scenery. These renderings were often less than satisfactory, Harry explains. "Very often an architect will try to convey more than is possible on a piece of paper," he says. "When people look at drawings, it's very difficult for them to determine what's going on. Clients tend to look at these flat drawings and when the project finally goes up, they are disappointed because they didn't understand what it would look like."

That's where VIA comes in. Using scanned-in photos and high-tech computer graphics, Harry creates a lifelike image of the end result of the proposed project so everybody concerned can visualize it. "It is a funny thing how people react," he says. "If you show them a doctored photo, it comes off with a high level of

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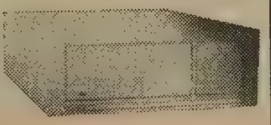

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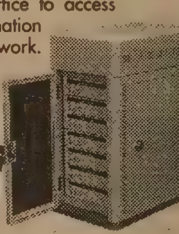

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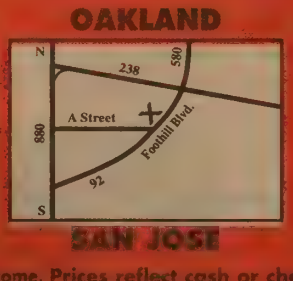

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ALTERNATE REALITIES *continued...*

reality. If you show them a very nice painting or artist's rendering of the same thing, they don't believe it in the same way. There's a certain kind of mental discount that takes place."

VIA also offers clients animations, 3-D walkthroughs, CD-ROM, and video presentations as a means to envision the proposed projects. "The idea of VIA is that this visualization is worth a lot more than just fulfilling a legal requirement of a project," Harry says. "It saves a lot of money; it saves a lot of time. These days, where planning staffs are cut back and overworked, it's a lot to demand of people to hand them big fat rolls of drawings to digest, mentally visualize, and then present to the public for approval when you can hand them an accurate, photo-real picture instead."

CREATING ALTERNATE REALITY

How does a photo of an open field become a lifelike representation of a housing tract, complete with fire hydrants and kids on bicycles?

The first step is to start with a photo of the projected site. In most cases, Harry takes these himself, but he will also work with photos provided by the client. Once he's satisfied with the initial image, he has it blown up. Using a Howtek Scanner, he turns it into a 32-bit true-color file. Then the magic begins.

With a palette that would be the envy of any pre-computer artist, he can create an entire forest from a single tree. He can turn wood houses to stone and gray skies to blue. Don't like that car in the foreground? There's a tool to either move it to another location and resize it or make it disappear entirely. And another to fill in the hole left behind so that you'd never know the car was there in the first place.

Harry does all his computer work on a 486/66 with 20MB of RAM. He calls on a number of programs to produce the finished product. "I use AutoCAD, Adobe Photoshop, Ron Scott's HiRes QFX—a paint and image processing program—and RIO, an AT&T-owned composition software in which you can compose text with pictures." He uses AutoCAD and 3D Studio to produce 3-D models that can be rotated, scaled, and manipulated. He also employs Mathematica, a mathematics analysis software used for modeling complex, complicated data. "A lot of times, the work involves calculations," he explains.

Massing study of a proposed office high rise in Sacramento

Most of his print jobs are done on a Kodak XL7700 dye-sublimation printer, the output of which is indistinguishable from a darkroom-produced photograph. "It blasts the color into the paper instead of just on the surface; you can bend it and it won't crack and peel off," he says. The largest print he can process is 8 1/2" x 11"; if a client wants a bigger print Harry sends the print job to a high-end digital service bureau.

He often doesn't know whether his work has inspired his clients to continue with their plans or drop them: "A lot of times I don't know what happens to the project after I've done the analysis." It can take seven to eight years for a proposal to reach fruition, and "a lot can happen in that time. For example, there might be some changes in the costs of the development."

He has done impact analyses for a wide range of clients. The Gap hired him to create a photo simulation of a storefront in a Seattle mall. He's worked with the developers in Park City, Utah, and helped analyze a landscape restoration project at Sunshine Canyon in Pasadena. He also did an analysis of the controversial Marin County Buck Center for Research on Aging.

Harry is a neutral party in these productions. His job is simply to present the client, be it a contractor or an environmentalist, with as realistic a picture of the end results as possible. He also notes that changes to the landscape are not necessarily negative: "Until one goes and looks at these things closely, you can very easily come to the wrong conclusions. I worked on a project in Santa Cruz County some years ago. A man wanted to expand his quarry in the mountains outside Soquel. The locals were afraid that he was going to make a big mess of the mountain, but the net result was that, after analyzing the effects, the impact was nonexistent."

MEANWHILE, ON THE OTHER SIDE OF THE HOUSE

Prior to starting her own company in May of 1994, Juli worked as Harry's assistant at VIA. Though she still helps out answering phones, going with him on photo shoots, and doing the billing, her attentions are now focused on her multimedia company.

Her inspiration for the Family Dog screen saver came from her own collection of '60s psychedelic rock posters. "I was thinking how great those images would look on screen. We scanned some in, and they were very compelling. They had all the right combinations of graphics that showed up well digitally."

Back in the late '60s Juli worked for Bill Graham, so she had connections to the movers and shakers of that era. So when she came up with her screen saver idea, she contacted rock promoter Chet Helms, who holds the copyrights to the Family Dog posters, and acquired a licensing agreement to use the complete set of posters as the content in the screen saver.

The Benkes hired a photographer to take slides of all 160 Family Dog posters. The slides were then put onto PhotoCD. A winnowing-down process that took into account both visual content and floppy disk space brought the number of images down to thirty-three. "We picked what we thought were the best pictures, choosing recognizable images and color content, enough to keep it interesting but not so many as to exceed three disks," Juli says. Once the posters were selected, Harry went to work: "He adjusted the colors on ones that had faded; he cleaned up any frayed edges, and made them look exactly like they did originally."

Two programmers worked to create the actual engine that would put the images on screen: one on the Windows version and one on Macintosh. The finished programs are designed as a framework that allows any pictures to be

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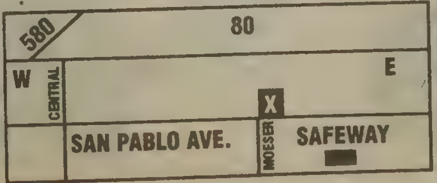

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ALTERNATE REALITIES *continued...*

inserted for screen display. The image display can easily be adjusted so that the duration of each on-screen picture can be increased or decreased. Transitions between images can also be set to accommodate the viewer's preferences.

The Los Angeles Museum of Contemporary Art and San Francisco's MOMA recently started carrying the Rock and Roll Art screen saver in its gift shop. It can also be found at Tower Records, both in-store and through its online outlet, and online at CD Now and The Home Shopping Network Interactive. So far, the majority of the business has been mail-order, but Juli says that lately online sales have increased dramatically.

OTHER PROJECTS

The Rock and Roll Art screen saver is the first in a series of on-screen, rock and roll art presentations Juli is working on. She is collaborating with San Francisco poster artist Frank Kozik to produce a screen saver of his contemporary rock art. Kozik is known for his use of fluorescent, day-glo colors and childlike, Dick-and-Jane images juxtaposed against grotesque backgrounds of mayhem and kink.

From the moment she saw his posters, Juli knew she wanted to use Kozik's artwork in her screen saver series. "I thought the colors were so dramatic, so outstanding, that they would look beautiful digitized and on a computer screen. They lend themselves perfectly to this medium." She predicts a mid-November release for this project. "We're in the process of selecting the images now. We'll use some of his old standbys, some of his album covers, and also some current poster work... Frank is great because he does almost all of his work on the computer. He's very enthusiastic about the project. He's even going to design the box."

She is also working closely with psychedelic artist Stanley Mouse to create a screen saver using his early '60s monster car images and a second one using artwork from his book, *Freehand, the Art of Stanley Mouse.*

Another potential source of on-screen images Juli has been pursuing can be found in galleries and museums. She has been talking to people at San Francisco's MOMA, which has expressed interest in carrying a screen saver of various artworks it has on display.

The Benkes are working with Chris Jochumson on a new project that Harry describes as "an exciting new concept that will allow people to produce and distribute their own custom photo collections as a screen saver." Jochumson, best known for his *Where in the World Is Carmen Sandiego?*, wrote the Mac version of the screen saver.

Harry and Juli, who have been married since 1974 and have a twenty-year-old son named Jasper, are seldom out of each other's sight. When asked how she felt about this nonstop togetherness, Juli jokingly rolls her eyes. "Well, we're not together 24 hours a day exactly," she laughed. "Sometimes he does errands." ■

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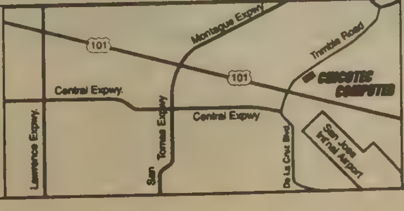

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- 80486DX2-66 CPU w/fan
- AMI BIOS w/ 256K Cache
- 8MB RAM 70ns 72 pin
- 1.44MB Floppy Drive
- 32 Bit EIDE w/ 2S/1P/1G (16550)
- 540MB IDE HD
- Diamond Stealth Video w/ 1MB
- 14" .28dpi 1024x768 SVGA
- Mitsumi 101-key Keyboard
- Medium Tower Case
- 230-Watt Power Supply
- Mouse

$1029

UPGRADE...

TO DX4 100	$40
TO Pentium™ 75	$185
TO Pentium™ 100	$399

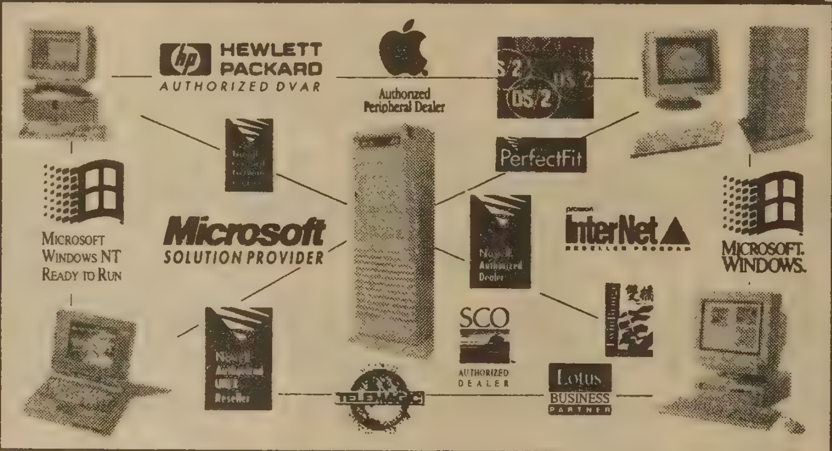
LINUX STATION

- MicroStar PCI w/ Power Saving
- Pentium™ OverDrive Ready
- 80486DX2-66 CPU w/fan
- AMI BIOS w/ 256K Cache
- 8MB RAM 70ns 72 pin
- 1.44MB Floppy Drive
- 32 Bit EIDE w/ 2S/1P/1G (16550)
- 540MB IDE HD
- Diamond Stealth 64 w/ 1MB PCI
- Acer 15".28dpi SVGA
- Sony 55E 2 Speed CD-Rom
- Mitsumi 101-key Keyboard
- Mini Tower Case
- 230-Watt Power Supply
- Mouse

$1195

UPGRADE...

TO DX4 100	$40
TO Pentium™ 90	$185
TO Pentium™ 100	$399



Plug & Play/Ready To Run Network System
Novell Certified & FCC "B"

Pentium 90 PCI File Server

- Pentium 90 PCI 256K Motherboard
- 16MB RAM, Upgradable to 64MB
- 1.0GB SCSI-II Hard Drive
- Adaptec 2940 PCI SCSI Controller
- VGA Card w/ 14" VGA/Mono Monitor
- Teac 1.44 Floppy Drive
- Medium Size Tower Case w/ 230W Power Supply
- 101 Key Enhanced Keyboard
- 10BaseT/10Base2 Combo Ethernet Card
- Quad Speed SCSI-CD-ROM Drive
- 2 Serial and 1 Parallel I/O Port

486DX2-66 VLB Workstation

- 486 DX2-66 Mhz PCI Local Bus 256K Cache Motherboard
- 4MB RAM, Upgradable to 64MB
- PCI SVGA Controller w/ 1MB
- 14" Non-Interlaced SVGA Monitor
- Teac 1.44 Floppy Drive w/FD/HD+I/O Controller
- Mini Tower Case w/ 200W Power Supply
- Mitsumi 101 Key Enhanced Keyboard & Mouse
- 10BaseT/10Base2 Combo Ethernet Card

Novell Netware V3.12

*5 User Network System (1 File Server w/ 4 Workstation, & 8 port 10BaseT hub)	$5,999
*10 User Network System (1 File Server w/ 9 Workstations, & 12 port 10BaseT hub)	$10,759
*25 User Network System (1 File Server w/ 24 Workstations, & 32 port 10BaseT hub)	$22,559

Network software will be pre-loaded, configured and tested. Please call for network cable installation price quotation.

NETWORK

3Com

3C590 PCI 10 BASE TP	$129
3C509 ETHERLINK III TP/COMBO	$79/95
3C589 PCMCIA TP/COMBO	$159/189
3C395-TX PCI 10/100 TP	$219
3C16170 LINK BUILDER (12 TP)	$347
TRANSCEND LINK BUIILDER FMS MANAGEMENT	$339
LINKSWITCH 1000	$3355
LINKSWITCH 1200 ENET, 10BT	$4678
LINKSWITCH 500 10BT SWITCH 10RJ45, 1RS232	$2696
LINKBUILDER FMS II 12-PORT TP 12 RJ-45 ONE AUI	$561
LINKBUILDER FMS II 24 PORT TP 24 RJ-45, ONE AUI	$970
LINKBUILDER FMS II 48-PORT TP SYSTEM / 4-12 PORT UNITS	$2391
LINKBUILDER FMS II 48-PORT TP SYSTEMS / 2-24 PORT UNITS	$2089

NETWORK PERIPHERALS

EIFO SWITCHING HUB 12 10BIT ENET 1 UTP FDDI (SAS) UPLINK	$5527
EIFO SWITCHING HUB 12RJ45 ENET 2 FIBER FDDI (DAS) UPLINKS	$6633
EIFO SWITCHING HUB 6RJ45 ENET 2 UTP FDDI (DAS) UPLINKS	$3683

IBM

4/16 BIT TOKEN RING	$205
16 BIT ETHERNET	$79
WAVERUNNER 64KINT ISDN ISA BUS ISDN/G3 FAX/ANALOG COMPAT. W/ SW	$494

intel.

ETHEREXPRESS 16 TP/COMBO	$80/89
ETHEREXPRESS PRO 10 COMBO	$98
ETHEREXPRESS PRO/100 PILA 8465 PCI TP	$214
NETPORT II THIN & THICK/10 BT	$385
NETPORT EXPRESS XL	$449

Megahertz

PCMCIA COMBO 14.4 & ETHERNET 10 BASE T	$340
PCMCIA ETHERNET 10 BASE T OR 10 BASE 2	$149

NATIONAL SEMICONDUCTOR

INFOMOVER NE2000+ COAX	$71
INFOMOVER NE2000+ TP	$67
INFOMOVER NE2000+ COMBO	$84
INFOMOVER NE4100 PCMCIA	$169

HEWLETT PACKARD

ADVANCED STACK 12/24 PORT HUB	$579/949
JET DIRECT J2550A TP/J2552A COMBO	$320/385
ETHERTWIST LANSWITCH 30MBPS 6-PORTS 4RJ45	$2319

DIGI INTERNATIONAL

PC IMAC-ISA ENNET 16BIT ISDN	$493
PC IMAC/4-1 MULTIPORT ISDN CONNECTION PROCESSOR BOARD	$617
PC IMAC/4-2 MULTIPORT ISDN CONNECTION PROCESSOR BOARD	$977
PC IMAC/4-4 MULTIPORT ISDN CONNECTION PROCESSOR BOARD	$1937
DATAFIRE ENET 16 BIT ISDN	$369
DUAL IMAC ENET BRIDGE 2-ISDN	$1399
IMAC ENET BRIDGE 1-ISDN	$1043

CISCO SYSTEMS

LAN2LAN ENTERPRISE ISDN 4-BRI	$3819
LAN2LAN ENTERPRISE ISDN BRI	$1764
LAN2LAN REMOTE OFFICE ISDN BRI	$1294

GANDALF PREMIER

LANLINE 52401 ISDN BRIDGE ENET 1RJ45 NT-1 ISDN PORT 1AUI 1DB25	$1639
LANLINE 52401 ISDN BRIDGE ENET BRIDGE 1ISDN S, 1AUI W/OUT NT-1	$1766
LANLINE 52421 ISDN BRIDGE ENET BRDG 1ISDNMOD, 1 10BT W/ ANALOG VOICE	$980
LANLINE 52421 ISDN BRIDGE ENET 1ISDNMOD, 1 10BT W/ OUT ANALOG VOICE	$774

BOCA

10 T HUB 8 PORT	$179
10 T HUB 12 PORT	$359

NOVELL.

LAN WORKPLACE V5.0	$290
NETWARE CONNECT V1.0 2 USER	$415
3.12 OR 4.1 5/10/25 USER	$450/990/1490
PERSONAL NETWARE 2 SET PACKAGE	$110

LAITRON OEM

COAX/TP/COMBO	$28/28/28
PCMCIA	$145
16 BIT BUS MASTER (NE 2100 COMPATIBLE)	$79
HUB AND REPEATER 8/12 PORT 10BASE T HUB	$109/264

SMC

ELITE ULTRA 16 COAX/TP/COMBO	$74/84
ELITE PLUS 16COMBO	$129
TIGERSWITCH XE ENET SWITCH HUB 24PORTS 1AUI, 1RS-232C	$6773
TIGERHUB 100 100BASET HUB 16PORT FASTNET	$2865
TIGERHUB CX6 10BT TIN COAX 7 PORTS 6BNC 1AUI US LINE CORD	$613
TIGERHUB TP12 10BT HUB 12 RJ45, 1 BNC, 1 AUI	$364
TIGERHUB TP6 10BT HUB 6RJ-45 1 AUI PORT FOR BACKBONE NET	166
TIGERHUB TP6B 10BT HUB 6RJ-45 I BNC FOR THIN COAX	$184
TIGERSTACK 3312TC ENET 12RJ45 IAUI, IBNC W/ ISTACK CABLE	$500
TIGERSTACK 3326TC ENET 24RJ45 1AUI IBNC W/ 1STACK CABLE	$883
TIGERSTACK 3328T ENET 28RJ45 W/ 1 STACK CABLE	$883

TELEBIT

NETBLAZER LS/ISDN 1 BRI PROT ASYNC/SYNC	$1146

MOTOROLA

HMTA 200 TEM ADAPTER V.32BIS	$666
UTA220 TERMINAL ADAPTER U-INTEG 2-PORTS V.35/RS232 SELECTABLE	$720

ISDN CONNECTIVITY

ASCEND PIPELINE 25 BRI S/T INT. / U INT.	$650/CALL
PIPELINE 50 ISDN SINGLE / W/ NT1	$780/975
PIPELINE 50 ISDN MULTI / W/NT1	$1219/1342
PIPELINE 400B / 400T / 400-4BRI	$3861/4680/7605

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Best Price! Best Quality! Best Service! Best Knowledge!

CADSTATION

- MicroStar PCI w/ 256K Motherboard
- 80486DX2-66 CPU w/fan
- 8MB RAM 70ns 72 pin
- Teac 1.44MB Floppy Drive
- 32 Bit PCI IDE w/ HI SPEED IO
- Quantum 540MB IDE HD
- Diamond Stealth Video w/ 1MB
- Acer 15" 1024x768 .28dpi SVGA
- Mitsumi 101-key Keyboard
- Mini Tower Case w/ 230W PS
- Logitech Mouseman
- Microsoft DOS 6.22
- Microsoft Windows 3.11

$1079

UPGRADE...

TO DX4 100	$40
TO Pentium™ 75	$185
TO Pentium™ 100	$399

MOVIESTATION

- NexGen VLB MB & P80 CPU
- 8MB RAM 70ns 72pin
- 1.44MB Floppy Drive
- 32 bit VLB IDE w/ 2S/1P/1G
- Quantum 540MB IDE HD
- 32 Bit VLB Video Card w/ 2MB
- Acer 15" .28dpi Non-Interlaced SVGA
- Mitsumi 101-key Keyboard
- Mini Tower Case w/ 230W PS
- Sony 2-Speed CD-ROM
- Sound Blaster 16 bit Sound Card
- Deluxe Speaker & Mouse
- Sigma Designs Reel Magic Lite
- Microsoft DOS 6.22 & Win 3.11

$1589

UPGRADE...

TO NEXGEN P90	$30
TO NEXGEN P100	$110

INTERNET STATION

- MicroStar PCI w/ 256K Motherboard
- Pentium™ OverDrive Ready
- 80486DX2-66 CPU w/fan
- 4MB RAM 70ns 72 pin
- 1.44MB Floppy Drive
- 32 Bit EIDE w/ 2S/1P/1G (16550)
- 420MB IDE HD
- 32 Bit PCI Video Card w/ 1MB
- 14" .28dpi 1024x768 SVGA
- Mitsumi 101-key Keyboard
- Zoltrix 14400 Fax/Modem
- Mini Tower Case P.S.
- MS Windows 95

$979

UPGRADE...

TO DX4 100	$40
TO Pentium™ 75	$185
TO Pentium™ 100	$399

DUAL PENTIUM

- One Intel P90 CPU w/ fan
- ASUS Dual Pentium Mainboard
- 4 PCI/4 ISA Slots/256K SIS Chipset
- 8MB RAM 70ns 72 pin
- 1.44MB Floppy Drive
- 32 Bit EIDE w/ 2S/1P/1G (16550)
- Conner 1.2GB EIDE HD
- Diamond Stealth 64 w/ 1MB PCI
- Acer 15".28dpi SVGA
- Mitsumi 101-key Keyboard
- Mini Tower Case
- 230-Watt Power Supply
- Mouse and Pad

$1799

UPGRADE...

TO Pentium™ 100	$90
TO Two Pentium™ 90	$310
TO Two Pentium™ 100	$529

UNINTERUPT POWER SOURCE

APC American Power Conversion

BACK-UPS 285 VA/400 VA	$112/143
BACK-UPS 600 VA/900 VA	$235/349
BACK-UPS 1200 VA	$459
SMART-UPS 400 VA	$339
SMART-UPS 750 VA	$355
SMART-UPS 900 VA	$459
SMART-UPS 1200 VA	$619

POWER SUPPLY & CASE

200W POWER SUPPLY	$29
250W POWER SUPPLY	$39
230W POWER SUPPLY	$34
300W POWER SUPPLY	$59
DESKTOP AT CASE W/ 230W POWER SUPPLY	$39
MINITOWER CASE W/ 230W POWER SUPPLY	$38
MEDIUM TOWER CASE W/ 250W POWER SUPPLY	$69
FULL-SIZE TOWER CASE W/ 250W POWER SUPPLY	$89
FULL-SIZE TOWER CASE W/ 300W POWER SUPPLY	$120
SUPER TOWER CASE W/ 300W PS 2 FANS 4 WHEELS	$165

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COLORADO MEMORY SYSTEMS INC.

4320A 800MB	$184
FC-20/TC-15 TAPE BACKUP CONTROLLER	$65/185
DJ-20250MB	$125
DJ-35C 350MB/DJ-25 700MB	$128/239
PT-25 2 GB INT/PT-25 2 GB EXT	$895/995
PT-50 4 GB INT/PT-50E 4 GB EXT	$995/1205
TRAKKER 350MB EXT (PRINTER PORT)	$305
TRAKKER 680MB EXT (PRINTER PORT)	$365
T-1000 800MB INT QIC 80	$189

CONNER

250MB/420MB INT. W/ TAPE	$125/140
4320RT 2.0 GB INT	$719
4350XT 2.0 GB EXT	$969
4324RT 4.0 GB INT	$719
4354RT 4.0 GB EXT	$1095
3M DC2120 TAPE	$13

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EXB-2501 1-2 GB SCSI-2 INT	$459
EXB-2501 1-2 GB SCSI-2 EXT	$619
EXB-4200 4MM DAT 2 GB INT/EXT	$779/949
EXB-8205 XL 8MM DAT 3.5-7 GB INT	$1249
EXB-8205XL 8MM DAT 3.5-7 GB EXT	$1349
EXB-8505XL 8MM DAT 7-14 GB INT	$1899
EXB-8505XL 8MM DAT 7-14 GB EXT	$2209

HEWLETT PACKARD

35470 4MM DAT 2-4 GB SCSI INT	$729
35480 4MM DAT 4-8 GB SCSI INT	$829
C1533 4MM DAT 8-16 GB SCSI INT	$999
HP MOUNTING KIT UP TO 5.25"	$24

CONTROLLER CARDS

adaptec

1522/1522K	$78/135
1542CF/1542 CFK SCSI	$169/232
1742/2742A/2742TK EISA SCSI	$190/310/330
3940/3940W W/ KIT	$339/479
2842 VLB SCSI W/ KIT	$207
2940/2940W SCSI PCI W/ KIT	$192/258
APA1460 SLIM PCMCIA SCSI	$169
ASW-EZ SCSI 3.1 FOR DOS & WINDOWS	$65
T348K PARALLEL TO SCSI ADAPTER	$169

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BT-445C VLB FAST SCSI-2 W/ KIT 10MB/SEC.	$192
BT-545C ISA FAST SCSI-2 W/ KIT 10MB/SEC.	$182
BT-747S EISA FAST SCSI-2 W/ KIT 10MB/SEC.	$299
BT-946C PCI FAST SCSI-2 W/ KIT 10MB/SEC.	$259

PROMISE TECHNOLOGY, INC.

E-IDE ISA MAX/DC-2300 + E-IDE W/ 16550	$29/49
DC-4030+ VLB IDE CACHE C/4HD	$119
DC-5030 IDE CACHE CONTROLLER	$119

MOTHERBOARDS W/ CPU

AIR

486DX2-66/DX4-100 256K VLB (AMD)	$189/229
486DX2-66 256K VLB W/ IDE & IO (INTEL)	$280
486DX4-100 256K PCI/VLB W/ IDE & IO (AMD)	$240
PENTIUM 100 PCI/VLB 512K W/ IDE & IO	$679

American Megatrends

TITAN II DUAL PRO P120 EISA/PCI W 1 CPU 512K	$1799
ATLAS P90 256K W EIDE/IO PCI	$799

NEXGEN

P100 256K 3PCI WE-IDE, 16550	$499
P90 256K 3VLB	$280
P80 256K 3 VLB	$250

ASUS

486DX2-66 256K W/ 2 VLB (INTEL)	$229
486DX2-66 256K PCI W/ SCSI&IDE (AMD)	$314
486DX4-100 256K PCI/VLB W/ IDE (AMD)	$219
DUAL P90 ISA/PCI 256K W/ EIDE & IO 1 CPU	$649
DUAL P100 ISA/PCI 256K W/ EIDE & IO 1 CPU	$729
DUAL PENTIUM 90 EISA/PCI 256K W/ 1 CPU	$899
DUAL PENTIUM 100 EISA/PCI 256K W/ 1 CPU	$949
TRITON CHIPSET P75 256K EIDE IO (16550)	$399
TRITON CHIPSET P90 256K EIDE IO (16550)	$499
TRITON CHIPSET P100 256K EIDE IO (16550)	$559
TRITON CHIPSET P120 256K, EIDE, IO (16550)	$785
TRITON CHIPSET P133 256K, EIDE, IO (16550)	$929
TRITON CHIPSET P100 256K PIPEBURST CACHE	$639
TRITON CHIPSET P120 256K PIPEBURST CACHE	$869
TRITON CHIPSET P133 256K PIPEBURST CACHE	$998

intel.

ZAPPA (TRITON CHIPSET) P75 256K	$399
ZAPPA (TRITON CHIPSET) P90 256K	$489
ZAPPA (TRITON CHIPSET) P100 256K	$549
ZAPPA (TRITON CHIPSET) P120 256K	$789
ENDEOVOR W/ CREATIVE CHIP, EIDE & IO 256K P90	$598
ENDEAVOR W/ CREATIVE CHIP, EIDE & IO 256K P100	$695
ENDEAVOR W/ CREATIVE CHIP, EIDE & IO 256K P120	$879
ENDEAVOR W/ CREATIVE CHIP, EIDE & IO 256K P133	$1029
SYNCHRONOUS PIPELINE BURST 256K/512K CACHE UPGRADE	$40/120

MICROSTAR

486DX2-66/80 256K 3VLB (AMD)	$145/155
486DX4-100 256K 3VLB (AMD)	$195
486DX4-100 256K PCI W/ IDE & 10 (AMD)	$219
TRITON CHIP PCI P75/90 W/ IDE & IO 256K	$379/489

FIC

486DX2-66/80 256K W/3VLB (AMD)	$135/149
486DX4-100 256K 3VLB (AMD)	$179
TRITON CHIP PCI P75/90 W/ IDE 16550	$396/499

IBM

486-75 256K 2 VLB W/ MATH IDE/IO	$154

SUPERMICRO

TRITON CHIPSET P75/90/100 256K	$452/552/664
TRITON CHIPSET P75/90/100 W/ 256K PB	$509/609/729
PENTIUM 75/90/100 PCI/VLB 256K	$345/449/559
386DX-40/128K	$88

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1MBX3 SIMM 70/60NS	$35/36
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1MBX36 SIMM 70/60NS	$149/154
1MBX32 SIMM 70/60NS	$131/135
2MBX36 SIMM 70/60NS	$305/310
2MBX32 SIMM 70/60NS	$263/270
4MBX36 SIMM 70/60NS	$549/554
4MBX32 SIMM 70/60NS	$479/484
AMD 486 DX2 66	$47
AMD 486 DX2 80	$52
AMD 486 DX4 100	$92
CYRIX 387DX-40/33/25	$30
CYRIX 486DX 40	$45
CYRIX 486 DX2 66	$45
INTEL 486 DX2 66	$114
INTEL 486 DX4 100	$154
INTEL PENTIUM 75	$189
INTEL PENTIUM 90	$294
INTEL PENTIUM 100	$390
INTEL PENTIUM 120	$580
INTEL PENTIUM 133	$730

CD-ROM

MITSUMI

FX400 230MS 600KB/S, 4 SPEED IDE INT	$139

NEC

CDR-510 3 SPEED INT	$120
3XP PORTABLE 3 SPEED	$370
CDR-511 220MS 600KB/S 4 SPEED INT	$189
CDR-512 6X INT	$379

Panasonic Office Automation

CD-562 2 SPEED	$99
LMD-747 4 SPEED 600 KB/S AT	$158
LMD-574 4 SPEED 600 KB/S EIDE	$158
LMD-504 4 SPEED 600 KB/S SCSI II	$259

PHILIPS

PCMCIA 2 SPEED W/ CARD	$280

PLEXTOR

PX-43CH 220MS 600KB/S 4 SPEED	$379
PX-63CS 145MS 900KB/S 6 SPEED	$459

SONY

CDR-760S 4X SCSI-2	$179
CDR-55E 250MS 300KB/S 2 SPEED IDE INT	$87

TEAC

CD-55A 195MS 600KB/S 4 SPEED INT	$139

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- Intel Pentium™ 133 CPU w/ fax
- Intel Zappa Motherboard 256K Cache
- 4 PCI / 3 ISA Slots
- 8MB RAM 70ns 72 pin
- 1.44MB Floppy Drive
- PCI Enhanced IDE Controller
- HI SPEED IO
- WD 850MB IDE HD
- Diamond Stealth Video w/ 1MB
- Acer 15" 1024x768 Non-int .28dpi
- Keytronic 101-key Keyboard
- Medium Tower Case
- 250-Watt Power Supply
- MS Windows 95

$1999

PENTIUM 75 PCI/VLB

- Made in U.S.A. Motherboard
- Intel P-75 CPU w/ fan
- 8MB RAM 70ns 72pin
- 1.44MB Floppy Drive
- 32 Bit EIDE w/ HI SPEED IO
- 540MB IDE HD
- 32 Bit PCI Video Card w/ 1MB
- 14" .28dpi 1024x768 SVGA NINT
- Mitsumi 101-key Keyboard
- Mini Tower Case w/ 230W PS
- MS Windows 95
- 3 Button Mouse

$1219

OS/2 STATION

- MicroStar 3 PCI w/ Power Saving
- Pentium™ OverDrive Ready
- AMD 486DX2-66 CPU w/ Fan
- AMI BIOS w/ 256K Cache
- 8MB RAM 70ns 72 pin
- 1.44MB Floppy Drive
- PCI Enhanced IDE Controller
- 540MB IDE HD
- ATI MACH 64 PCI Video Card w/1MB
- 14" SVGA Non-interlaced Monitor
- Mitsumi 101-key Keyboard
- Mini Tower Case P.S.
- IBM OS/2 Warp 3.0
- Mouse Pad

$1099

486DX2-66/256K MULTIMEDIA

- 3 PCI Pentium Ready 3.3 VM.B.
- CPU w/ fan, 4MB RAM 70ns 72 pin
- 1.44MB Floppy Drive
- 32 Bit PCI IDE w/ HI SPEED IO
- 540MB IDE HD
- 32 Bit PCI Video Card w/ 1MB
- 14" 1024x768 .28dpi SVGA NINT
- Mitsumi 101-key Keyboard
- Epson 2 Speed CD-ROM EIDE
- Sound Blaster 16 Bit Soundcard
- Deluxe Speaker
- Mini Tower Case w/ 230W P.S.
- MS DOS 6.22
- Mouse & Pad

$999

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5320B 170MS 600KB/S 4 SPEED IDE INT	$149
5601B 150MS 600KB/S 4 SPEED INT	$285
5301B 150MS 600KB/S 4 SPEED INT	$199

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CD CADDY	$3.99
CD CADDY STORAGE	$17

CD-RECORDERS

JVC

2-SPEED W/ KIT	$1895
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PINNACLE MICRO

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PHILIPS

CDD 522 EXT 300KB W/ SOFTWARE	$2049

RICOH

PS 9200 CD EXT 300KB W/ SOFTWARE	$2749

CD-ROM SOFTWARE

ANIMALS V1.0 (DOS)	$11
ARTHUR'S TEACHER TROUBLE (MPC)	$15
BARNEY GOES TO SPACE	$19
BATTLE CHESS (ENHANCED)	$18
BUS & ECON ATLAS (DOS)	$20
CD STORYTIME (DOS)	$14
CHESSMASTER 4000 (MPC)	$14
COMPTON'S ENCYCLOPEDIA (MPC) 1995	$24
DINOSAUR & SPACE ADVENTURE	$17
DR. WINDOW SHAREWARE	$14
GAME SHAREWARE	$13
FUTURA GAMES	$19
JUST GRANDMOM & ME	$15
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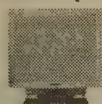

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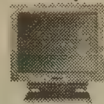

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- VGA to 1600x1200 Resolution
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  85Hz Maximum at 1280x1024
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- .30mm AG Pitch
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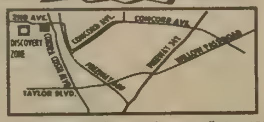

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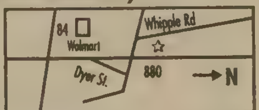

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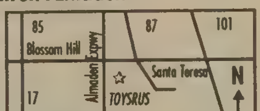

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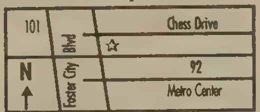

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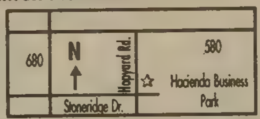

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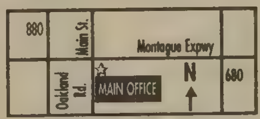

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Calendar Of Events

Conferences, Shows, Special Events

October

October 14–15 Computer Show And Sale. Solano County Fairgrounds, Vallejo. MarketPro. Contact: Scott Fish, (415)456-6730 ext. 24.

October 14–15 Robert Austin Computer Show. Cow Palace, San Francisco. Robert Austin Corporation. Contact: 1-800-346-0100.

October 16 Making Money In Cyberspace Lecture. San Francisco. Commonwealth Club of California. Contact: (415)597-6700.

October 16–18 TechDecisions '95 Conference And Expo. San Jose. CMP Trade Show & Conference Services. Contact: 1-800-808-EXPO.

October 18 Live Internet Interview With Dr. Joyce Shira Starr On Jerusalem 3000: The Sanctity Of Jerusalem. On the World Wide Web at *http://www.irsociety.com/roundtable.html* at 7:00 pm. Internet Roundtable Society. Contact: (415)327-4386.

October 19–21 Third Annual Bionomics Conference. San Francisco. Bionomics Institute. Contact: (415)454-1000 or *conf95@bionomics.org* or *http://www.bionomics.org* .

October 20 Multimedia Pioneer Lecture: Lynn Hershman. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 21 Robert Austin Computer Show. Oakland Coliseum. Robert Austin Corp. Contact: 1-800-346-0100.

October 22 Computer Show And Sale. Civic Auditorium, Stockton. MarketPro. Contact: Scott Fish, (415)456-6730 ext. 24.

October 24–28 Interactive Summit. Squaw Valley. International Interactive Communications Society. Contact: (818)798-5588 or *IICSSummit@aol.com* .

October 26 Joe's Digital Diner: Digital Storytelling Presentation. San Francisco. San Francisco Digital Media Center. Contact: Joe Lambert, (415)824-9394 or *sfdmc@well.com* .

OCTOBER 19–21

Third Annual Bionomics Conference

HOTEL SOFITEL, BURLINGAME

Each October, the Bionomics Institute invites leading thinkers and doers from the fields of information technology, biology and ecology, economics, business, and public policy to explore the evolving information ecosystem otherwise known as the Information Age economy. This year's program, Bionomics in Action: "Economy as Ecosystem" in Business and Public Policy, is more interactive than ever, featuring break-out sessions, workshops, and informal gatherings for more in-depth discussions. In addition, this year there will be a half-day program, Bionomics 101: An Exploration of Bionomic Concepts, on October 19, before the main conference. For more information, contact the Bionomics Institute at (415)454-7460, ***conf95@bionomics.org, or http://www.bionomics.org*** .

NOVEMBER 9–11

Fourth Foresight Conference On Molecular Nanotechnology

HYATT HOTEL, PALO ALTO

The Foresight Conference on Nanotechnology is a multidisciplinary meeting on molecular nanotechnology, that is, thorough three-dimensional structural control of materials and devices at the molecular level. Attendees will include chemists, materials scientists, physicists, engineers, and computer scientists interested in learning about the field and participating in its development. For further information, contact (415)324-2490, ***foresight@cup.portal.com***, or see the Web page at ***ftp://ftp.parc.xerox.com/pub/nano/nano4.html*** .

NOTICE

Because of the plethora of listings received and the limited space available, we are not able to list every class offered by every educator. We try to give a representative sample when we can't fit all of a company's offerings, but please call the organizations for complete information on their classes or to receive a course catalog.

October 26–27 Systems Support Expo. San Francisco. *Service News*. Contact: (207)846-0600.

October 28 Computer Show And Sale. Sonoma County Fairgrounds, Santa Rosa. MarketPro. Contact: Scott Fish, (415)456-6730 ext. 24.

October 29 Computer Show And Sale. Contra Costa Fairgrounds, Antioch. MarketPro. Contact: Scott Fish, (415)456-6730 ext. 24.

October 29–November 2 Autodesk University Conference And Exhibition. San Francisco. Miller Freeman, Inc. Contact: Yolanda White, (415)905-4994.

October 30–November 1 Macromedia International User Conference. San Francisco. Macromedia. Contact: Reed Exhibition Companies, 1-800-287-7141.

October 30–November 2 Internet World '95 Show. Boston. Mecklermedia. Contact: (203)226-6967 or *info@mecklermedia.com* .

October 30–November 3 People, Networks And Communication '95 Conference. Honolulu, Hawaii. International Community Interconnected Computing eXchange. Contact: Gale Warshawsky, (510)820-6821 or *msgale@netcom.com* .

November

November 1 Live Internet Interview With Tony Kushner, Pulitzer Prize And Tony Award-Winning Playwright. On the World Wide Web at *http://www.irsociety.com/roundtable.html* at 7:00 pm. Internet Roundtable Society. Contact: (415)327-4386.

November 4–5 Computer Show And Sale. Cal Expo, Sacramento. MarketPro. Contact: Scott Fish, (415)456-6730 ext. 24.

November 5 Computer, Ham Radio, Electronics Swap Meet. Livermore. Livermore Amateur Radio Club. Contact: Noel Anklam, at (510)447-3857.

November 6 Will The Electronic Web Advance Our Society? Lecture. San Francisco. Commonwealth Club of California. Contact: (415)597-6700.

November 9 Joe's Digital Diner: A Night Of The

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Calendar Of Events *continued...*

Net Presentation. San Francisco. San Francisco Digital Media Center. Contact: Joe Lambert, (415)824-9394 or *sfdmc@well.com* .

November 9–11 Fourth Foresight Conference On Molecular Nanotechnology. Palo Alto. Foresight Institute. Contact: (415)324-2490 or *foresight@cup.portal.com* .

November 10 Multimedia Pioneer Lecture: Brenda Laurel. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

November 11 Robert Austin Computer Show. Oakland Coliseum. Robert Austin Corp. Contact: 1-800-346-0100.

November 12 Computer Show And Sale. Solano County Fairgrounds, Vallejo. MarketPro. Contact: Scott Fish, (415)456-6730 ext. 24.

November 13–15 International Spectrum Business Computing Solution Show. San Jose. International Spectrum. Contact: 1-800-767-SHOW.

November 13–17 COMDEX/Fall Conference And Expo. Las Vegas, NV. SOFTBANK COMDEX, Inc. Contact: (617)449-6600.

November 13–18 Network Security '95: The UNIX Network Security Conference. Washington, DC. Contact: (719)599-4303 or *sans@clark.net* .

November 18 Computer Show And Sale. Civic Auditorium, Stockton. MarketPro. Contact: Scott Fish, (415)456-6730 ext. 24.

November 18–19 Robert Austin Computer Show. Cow Palace, San Francisco. Robert Austin Corp. Contact: 1-800-346-0100.

November 30 Joe's Digital Diner: Socialization Of Cyberspace Presentation. San Francisco. San Francisco Digital Media Center. Contact: Joe Lambert, (415)824-9394 or *sfdmc@well.com* .

Seminars, Classes, Workshops

October

October 14 QuarkXPress Mastery '95 Seminar. San Francisco. Solotech Design. Contact: 1-800-662-5612.

October 16 Complete Online Novell CNA Training. Berkeley. Cyber State University. Contact: (510)253-TREK.

October 16 Using LANtastic And Windows For Workgroups Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 16 Windows 95 Transition Class. Sausalito. The ACADemy. Contact: (415)331-9466.

October 16 Windows Tips, Techniques, And Shortcuts Seminar. Oakland. National Seminars Group. Contact: 1-800-258-7248.

October 16–17 Advanced SGML Syntax Class. San Jose. GCA. Contact: (703)519-8160.

October 16–17 DTD Designer's Workshop. San Jose. GCA. Contact: (703)519-8160.

October 16–17 HTML And Internet Publishing Class. San Jose. GCA. Contact: (703)519-8160.

October 16–17 SAP R/3 Objective Analysis—Is SAP Right For You? Seminar. San Jose. American Institute. Contact: 1-800-345-8016.

October 16–17 Troubleshooting And Fine-Tuning The Networked PC Seminar. Sacramento. Data-Tech Institute. Contact: (201)478-5400.

October 16–19 AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

October 16–22 Supporting MS Windows NT Server 3.5 Class. Newark. Unitek. Contact: (510)249-1060.

October 17 ABCs Of The Internet Class. San Francisco. MentorNet. Contact: (415)664-1091.

October 17 Client/Server With Objects Class. San Jose. Bob Orfali, Dan Harkey, Jeri Edwards. Contact: (408)435-1118.

October 17 Intro To Windows Class. San Francisco. Software Training Group. Contact: (415)397-4158.

October 17 Managing Multiple Projects, Objectives, And Deadlines Seminar. San Jose. SkillPath Seminars. Contact: 1-800-873-7545.

October 17 Premiere Tips And Techniques Intensive Workshop. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

October 17 Using Windows 95 Within A Novell NetWare Framework Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 17–20 Elementary AutoCAD Class. Sausalito. The ACADemy. Contact: (415)331-9466.

October 17–November 21 Programming Strategies In Director Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 17–November 28 Breaking The Sound Barrier: Multimedia Sound Production Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 17–December 19 An Inside Look At The World of Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 17–December 19 Empowering The Audience, Basics Of Multimedia Interaction Design Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 18 Internet All You Can Eat Dinner Seminar. Santa Clara. Computer On-Site Services. Contact: (408)554-1433.

October 18 Intro To Powerpoint Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 18 Networking Windows 95 Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 18 UNIX System Administration Class. Oakland. Merritt College Computer Information Systems. Contact: (510)436-2453.

October 18–19 AutoCAD Designer Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

October 18–November 15 Introducing ScriptX Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 19 Automating Manual Accounting Systems Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 19 CNA Hands-On Exam Preparation Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

October 19 Windows Tips, Techniques, And Shortcuts Seminar. Sacramento. National Seminars Group. Contact: 1-800-258-7248.

October 19 WordPerfect For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 19–20 Fundamentals Of Telecommunications Seminar. San Francisco. Advanced Information Technologies. Contact: 1-800-573-6333.

October 19–20 MS Excel Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

October 19–20 Negotiating Software License Agreements Seminar. San Francisco. Data-Tech Institute. Contact: (201)478-5400.

October 19–November 9 PageMaker 1A Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

October 20 Intro To PC And DOS Class. San Francisco. Software Training Group. Contact: (415)397-4158.

October 20 Managing Multiple Projects, Objectives, And Deadlines Seminar. Monterey. SkillPath Seminars. Contact: 1-800-873-7545.

October 20–22 Novell NetWare 4.x System

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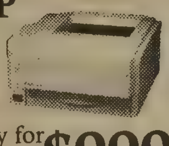

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AutoDesk Animator Pro 1.3	1099
Aldus PageMaker Win 5.0	495
Aldus Persuasion Mac 3.0	425
Borland D-Base 5.0	499
Orland C++ 3.1	395
Lotus 1-2-3 Window 5.0	315
Microsoft Windows NT (WS) 3.51	315
Microsoft Word Mac 6.0	315

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DeskJet 850C, 6PPM, 600x600, 1MB	525
DeskJet 1200C/PS Color, 600x300	1599
DeskJet 1600C 9PPM, 4MB, 600x600	1335
LaserJet 4si, 17PPM, 600DPI, 2MB	2920
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OmniBook 4000CT DX4/75, 8/340, 10.4" TFT Color	2499
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T1960CT DX2/50 4/200 TFT Color	2099

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Calendar Of Events *continued...*

Administration Seminar. Pleasanton. Network Resource Group. Contact: (510)734-1500.

October 20–22 Windows 95 System Administration, Hands On, Super Weekend. San Francisco. Network Services Group. Contact: (415)863-8407.

October 21 Illustrator Mastery '95 Seminar. San Francisco. Solotech Design. Contact: 1-800-662-5612.

October 21 What's New With Windows 95 Class. Sausalito. The ACADemy. Contact: (415)331-9466.

October 21–22 Editing With The Video Toaster Workshop. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

October 21–22 Intro To Adobe After Effects Workshop. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

October 21, 22, 28 & 29 Creating Multimedia With Apple Media Tool. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 21–November 11 Introducing ScriptX Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 22 Internet 101: An Introduction And Overview Class. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *info@matisse.net*.

October 23 ACT! 2.0 Level 1 Class. San Francisco. Software Training Group. Contact: (415)397-4158.

October 23 Complete Online Novell CNE Training. Berkeley. Cyber State University. Contact: (510)253-TREK.

October 23 IBM PC Clone Hands-On Hardware Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

October 23 Information Strategies: Windows 95 Or Windows NT As Clients Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 23–24 Enabling Networks For Internet Access Seminar. San Francisco. Data-Tech Institute. Contact: (201)478-5400.

October 23–24 Navigating The Internet Class. Petaluma. Redwood Computers. Contact: John Dooley, (707)795-1700.

October 23 & 25 Writing For Multimedia Workshop. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

October 23–25 Hands-On Lotus Notes Administration Class. San Jose. American Institute. Contact: 1-800-345-8016.

October 23–27 3D Studio Class. Sausalito. The ACADemy. Contact: (415)331-9466.

October 23–27 Supporting MS Windows NT Server 3.5 Class. Newark. Unitek. Contact: (510)249-1060.

October 23–November 6 Web Publishing Class. San Francisco. San Francisco Digital Media Center. Contact: Joe Lambert, (415)824-9394 or *sfdmc@well.com*.

October 23–November 20 Financing The Software Venture Class. Atherton. UC Berkeley Extension. Contact: (510)642-4151.

October 23–November 20 Intermediate Macromedia Director Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 24 Excel For Beginners Class. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

October 24 Intro To Lotus For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 24 NetWare 4 Overview Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 24 Powerful Communication Skills For Women Workshop. Monterey. National Businesswomen's Leadership Assoc. Contact: 1-800-258-7246.

October 24 Using Computers In Business Seminar. San Francisco. San Francisco Business Computers. Contact: (415)788-5338.

October 24–25 PC Repair Two-Day Hands-On Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

October 25 ABCs Of The Internet Class. San Francisco. MentorNet. Contact: (415)664-1091.

October 25 ACCPAC/2000 For Windows Class. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

October 25 Creating, Protecting, And Exploiting Intellectual Property Rights In The Digital Media: The Legal Essentials Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 25 Excel For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 25 Intro To ACCPAC Plus Accounting Software Class. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

October 25 MAS 90 Inventory Control, Purchase Order, And Sales Order Processing Training Class. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

October 25 Microsoft PowerPoint Level 1 Class. San Francisco. Software Training Group. Contact: (415)397-4158.

October 25 Networking Windows 95 Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 25 PageMaker 5.0 Level 1 Class. San Francisco. Software Training Group. Contact: (415)397-4158.

October 25 Powerful Communication Skills For Women Workshop. Palo Alto. National Businesswomen's Leadership Assoc. Contact: 1-800-258-7246.

October 25 QuarkXPress Level 1 Class. San Francisco. Software Training Group. Contact: (415)397-4158.

October 25–27 Avid: Intro To Media Composer Workshop. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

October 25–December 20 Interactive And Experimental Fiction Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 26 Intermediate Word For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 26 Macroeconomics Of Silicon Valley Seminar. Churchill Club. Contact: Lisa Taylor, (408)371-4460 or *chrchllclb@aol.com*.

October 26 Powerful Communication Skills For Women Workshop. Concord. National Businesswomen's Leadership Assoc. Contact: 1-800-258-7246.

October 26–27 HP Laser Printer Repair Hands-On Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

October 26–27 MS Access Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

October 27–November 17 Intro To Multimedia Authoring For The World Wide Web Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

October 28 Windows 95 And Windows NT 3.5 Advanced Server Within A Multiple Vendor Platform Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 28–November 11 Macromedia Director Class. San Francisco. San Francisco Digital Media Center. Contact: Joe Lambert, (415)824-9394 or *sfdmc@well.com*.

October 30 Basics Of Novell NetWare 4 Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 30 Complete Online Novell CNA

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Panasonic Dual-Speed (Bare Drive)	114
Sony 55E Dual-Speed (Bare Drive)	107
Teac Quad-Speed CD-55A IDE	140
Toshiba Quad-Speed 5302B IDE	160
Toshiba Quad-Speed 5301B SCSI	285
Panasonic Quad-Speed SCSI	210
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Sportster 28.8 Fax Modem w/v.34 Ext.	199
Fax Modem (9600 Fax/24 Modem)	25
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Viewsonic 15E 15" 0.28DP	$365
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Viewsonic 20 20" 0.28DP	$1224
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Mag DX15F 15" 0.26DP	$336
Mag DX17F 17" 0.26DP	$610
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WinTurbo 64 PCI/VLB 4MB VRAM (Mach 64)	$442
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Speed Star SE PCI/VLB 2MB DRAM	$145
Stealth 64 PCI 1MB/2MB (DRAM)	$129/179
Stealth 64 PCI/VLB 2MB (VRAM)	$269
Stealth 64 PCI 4MB (VRAM)	$429

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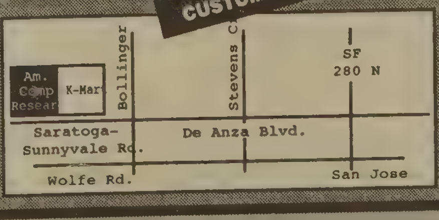

Training. Berkeley. Cyber State University. Contact: (510)253-TREK.

October 30 Networking Windows 95 Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

October 30–31 Media Composer: Integrating Third-Party Graphics Workshop. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

October 30–31 Telecommunications Technologies For The Non-Engineering Professional Seminar. San Francisco. Data-Tech Institute. Contact: (201)478-5400.

October 30–November 5 Supporting MS Windows NT Workstation 3.5 Class. Newark. Unitek. Contact: (510)249-1060.

October 30–December 18 Amateur Radio Code And Theory Class. Livermore. Livermore Amateur Radio Klub. Contact: Chuck Thompson, (510)606-6074 or Clancy Soucie, (510)462-8946.

November

November 1 Intro To Microsoft Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 1–2 Software Quality Assurance And Testing Methodology Seminar. San Francisco. Bellcore. Contact: 1-800-521-CORE.

November 2 Intro To Excel For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 2 Using Windows 95 Within A Novell NetWare Framework Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

November 2–3 Windows On NetWare Seminar. San Francisco. Center for Advanced Professional Development. Contact: (714)261-0240.

November 3 Intro To Word For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 3 Using The Internet As A Marketing Channel Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

November 3–5 NetWare 4.x System Administration Super Weekend. San Francisco. Network Services Group. Contact: (415)863-8407.

November 4 Computer Ergonomics: Save Yourself Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

November 4 Intro To Virtual Reality Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

November 4–5 Production Management For Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

November 4–18 Output For Electronic Publishers Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

November 6 Administration For NetWare 4.1 Class. San Jose. Wave Technologies International. Contact: 1-800-711-0285.

November 6 Complete Online Novell CNE Training. Berkeley. Cyber State University. Contact: (510)253-TREK.

November 6 Information Strategies: Windows 95 Or Windows NT As Clients Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

November 6 Lotus Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 6 NetWare 4 Overview Free Seminar. San Francisco. Network Services Group. Contact: (415)863-8407.

November 6–8 Hands-On Accessing And Navigating The Internet Class. San Jose. American Institute. Contact: 1-800-345-8016.

November 6–9 AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

November 7 IBM PC Clone Hands-On Hardware Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

November 7 Intro To MAS 90 Accounting Software Class. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

November 7 Powerful Communication Skills For Women Workshop. Sacramento. National Businesswomen's Leadership Assoc. Contact: 1-800-258-7246.

November 7 Software Marketing Communications And Public Relations Class. Burlingame. UC Berkeley Extension. Contact: (510)642-4151.

November 7 UNIX System For Programmers Class. Pleasanton. AT&T Technical Education Center. Contact: Adrian Kendrick, (510)224-3929.

November 7 WordPerfect For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 7–28 Phabulous Photoshop Class. San Francisco. San Francisco Digital Media Center. Contact: Joe Lambert, (415)824-9394 or *sfdmc@well.com* .

November 8 ACCPAC Plus Accounting Software For Intermediates Class. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

November 8 Microsoft Word For Beginners Class. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

November 8–9 Network Fundamentals Hands-On Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

November 8–9 Using The World Wide Web For Technology Marketing Class. Burlingame. UC Berkeley Extension. Contact: (510)642-4151.

November 9 Accounting Software Comparison Seminar. San Francisco. Lindquist, von Husen & Joyce, CPAs. Contact: (415)957-9999.

November 9 Lotus Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 9 Managing Multiple Projects, Objectives, And Deadlines Seminar. Sacramento. SkillPath Seminars. Contact: 1-800-873-7545.

November 9 Powerful Communication Skills For Women Workshop. Concord. National Businesswomen's Leadership Assoc. Contact: 1-800-258-7246.

November 9–10 Doing Business On The Internet Seminar. San Francisco. Data-Tech Institute. Contact: (201)478-5400.

November 9–10 Successfully Implementing Computer Telephone Integration Seminar. San Jose. American Institute. Contact: 1-800-345-8016.

November 9–10 Windows 95 System Administration Super Weekend. San Francisco. Network Services Group. Contact: (415)863-8407.

November 9–11 PCB Design For Analog/RF Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

November 10 Managing Multiple Projects, Objectives, And Deadlines Seminar. Concord. SkillPath Seminars. Contact: 1-800-873-7545.

November 10 Powerful Communication Skills For Women Workshop. San Jose. National Businesswomen's Leadership Assoc. Contact: 1-800-258-7246.

November 10 Powerpoint Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 12 Internet 202: Searching The Internet Class. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *info@matisse.net* .

November 13 Administration For Netware 3.1x. San Jose. Wave Technologies International. Contact; 1-800-711-0285.

November 13 Complete Online Novell CNA Training. Berkeley. Cyber State University. Contact: (510)253-TREK.

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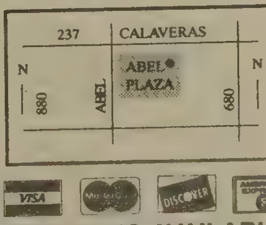

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November 13 Managing Multiple Projects, Objectives, And Deadlines Seminar. Palo Alto. SkillPath Seminars. Contact: 1-800-873-7545.

November 13–16 AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

November 13–17 Mastering The Macintosh Workshops. Monterey. MacAcademy. Contact: 1-800-527-1914.

November 13–27 Infini-D Impressive Mac Animation Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

November 13–27 Web Publishing Class. San Francisco. San Francisco Digital Media Center. Contact: Joe Lambert, (415)824-9394 or *sfdmc@well.com* .

November 14 Managing Multiple Projects, Objectives, And Deadlines Seminar. Santa Rosa. SkillPath Seminars. Contact: 1-800-873-7545.

November 14 Object-Oriented Programming In C Class. Pleasanton. AT&T Technical Education Center. Contact: Adrian Kendrick, (510)224-3929.

November 14 The State Of Video On The Internet Class. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *info@matisse.net* .

November 14–15 PC Repair Two-Day Hands-On Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

November 14–28 3D Studio Special Effects Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

November 14–28 Interface Design Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

November 15 Doing Business On The Internet Seminar. Monterey. SkillPath. Contact: 1-800-873-7545.

November 15–17 Advanced Channels And Strategic Partnerships Workshop. Santa Clara. Computing Technology Industry Association. Contact: (803)781-7188.

November 16–17 Communications And Modem Troubleshooting Hands-On Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

November 16–17 Telecommunications Technologies For The Non-Engineering Professional Seminar. San Francisco. DataTech Institute. Contact: (201)478-5400.

November 16–December 21 Women And Technology: A New Establishment Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700.

November 17 Doing Business On The Internet Seminar. San Jose. SkillPath. Contact: 1-800-873-7545.

November 20 Complete Online Novell CNE Training. Berkeley. Cyber State University. Contact: (510)253-TREK.

November 21 CNA Hands-On Exam Preparation Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

November 22–December 6 QuickTime Video Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

November 25 IBM PC Clone Hands-On Hardware Class. Oakland. Excel Micro Solutions. Contact: (510)836-2040.

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INTEL 486 DX2-66	$1458
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- MICRONICS JX30 -WB M Board 256K Writeback Cache Exp to 512K, Intel Chipset, FlashBIOS Onboard EIDE & High Speed Serial, Enhanced Parallel, Green MB
- 16 MB 72 Pin Memory
- NEC 1.44 Floppy Drive
- 850 MB Western Digital 10ms EIDE
- Diamond Stealth 64 Video VLB 1 MB Exp to 2 MB S3 868 Chipset (NEW)
- High Quality Mid Tower 3 5.25"/2 3.5" Bays
- 15" Tatung Digital Flat.28 NI Monitor
- 104 Windows 95 Keyboard
- Logitech Sensa Mouse
- Toshiba 4X CD-ROM IDE
- Sound Blaster 16 Vibra
- MS Home CD Package w/Encarta 95
- Windows 95 CD-ROM w/Manuals
- 160 Watt Speakers

CYRIX 486 DX2-66	$1838
AMD 486 DX2-66	$1848
AMD 486 DX4-100	$1894
INTEL 486 DX2-66	$1907
INTEL 486 DX4-100	$1947

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- 16 MB 72 Pin Memory
- NEC 1.44 Floppy Drive
- 850 MB Western Digital 10ms EIDE
- Diamond Stealth 64 Video VLB 1 MB Exp to 2 MB S3 868 Chipset (NEW)
- High Quality Mid Tower 3 5.25"/2 3.5" Bays
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- Logitech Sensa Mouse
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- MS Home CD Package w/Encarta 95
- Windows 95 CD-ROM w/Manuals
- 160 Watt Speakers

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PENTIUM® SUPER MULTIMEDIA

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- 16 MB 72 Pin Memory
- NEC 1.44 Floppy Drive
- 1.26 GB Western Digital <10ms EIDE
- Diamond Stealth 64 Video VLB 1 MB Exp to 2 MB S3 868 Chipset (NEW)
- High Quality Mid Tower 3 5.25"/2 3.5" Bays
- 17" MAG Digital Flat.28 NI Monitor
- 104 Windows 95 Keyboard
- Logitech Sensa Mouse
- Toshiba 4X CD-ROM IDE
- Sound Blaster 16 Vibra
- MS Home CD Package w/Encarta 95
- Windows 95 CD-ROM w/Manuals
- 28.8 US Robotics v34 Fax/Modem
- 160 Watt Speakers

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Conner	
635 MB IDE	$169
850 MB IDE	178
1.26 GB IDE	239
Western Digital	
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850 MB	188
1 26 GB	265

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Genoa 486 DX2-66 VLB 72 pin	$58
Micronics JX-30WB 486DX4-100	218
Genoa Turbo Express 486DX4-100	109
Intel Zappa (New Rev.) w/Triton Chipset.	208
Intel Endeavor w/256K Pipeline Cache & Built-In Sound Blaster 16	344

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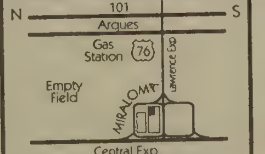

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INTEL Pro TP/5-Pk/20-Pk/60-Pk	101/430/1,518/5,424
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EE Pro TP w/FLASH/5/20/80-Pk	116/462/1,670/5,918
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INTEL EExpress Pro 10/100 PCI	235
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NATIONAL SEMI 10/100 ISA	192
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SMC EtherPower 10/100BT PCI Single/5-Pk	220/1,049

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INTEL Express Stackable Hub 12 100TX	1,769
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TokenLink III EISA 16/4	576
IBM Token Ring 16/4 Adapter II	426
INTEL Token Express Pro 16/4 ISA	277
PROTEON P1392+ Token Ring 16/4/10-Pk	430/4,049
SMC Token Ring Elite 16/4 Single/12-pack	264/2,900

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3COM 3C589B PCMCIA 10BT/COMBO	164/216
3COM 3C689 PCMCIA TR/5-Pk	410/1,935
IBM Credit Card Coax/TP Adapter	242/261
Credit Card Token Ring 16/4 Adapter	480
NATIONAL SEMI PCMCIA Ethernet Adapter	189
Additional Media Coupler for Thin/10BT	79
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XIRCOM Pocket Adapter III 10BaseT	284
Pocket ENET III COMBO(BNC & 10BaseT)	325
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PCMCIA Enet 28.8 Modem & Fax 10BT/Combo	505/556

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3COM Linkbuilder TP/12 NO AUI/BNC	350
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2800A 16 ports w/AUI	572
HP Advanced Stack 8-port	279
Advanced Stack 16-port	542
SMC 3608TP 8-Port/3512TP 12-port	304/568
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Advanced Stack SNMP module	462
Advanced Stack 12-port w/SNMP	960
Adv. Stack 24-pt w/SNMP/48-pt w/SNMP	1,440/2,261
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48-Port Snappable Bundle	2,603
24-Port TriSegment Stackable Hub	1,288
24-Port TriSegment Mgmt. Hub	2,041
PowerPipes Ethernet/FDDI Switching Hub	7,487
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2800A 16-port w/AUI	598
2803 16-port w/AUI/2804 w/FIBER	649/875
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CB-2060D w/ NT1; Unl, Users	$1,318
ASCEND Pipeline 25 BRI w/NT-1	727
Pipeline 25 IP or IPX Routing Option	245
Pipeline 25 Compression Option	245

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3COM Transcend Workgroup Mg for Windows	496
Transcend Enterprise Mgr for Windows	2,181
FRYE NetWare Mgmt 1st/Add Svr	337/277
HEWLETT PACKARD Interconn. Mgr for Win	407
Interconnect for OpenView	2,010
INTEL LanDesk Manager	1,047
LanDesk Mgmt Suite 5users/10/100	438/584/3,469
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LanDesk Traffic Analyst	718
LanDesk OpenView for Windows	1,789
NOVELL Lanalyzer for Windows v2.1	1,100
NetWare Management System	1,692
NetWare Management Agent (Single)/20PK	338/5,382
NetWare LANalyzer Agent v1.0 (Single)	1,008
NetWare LANalyzer Agent (Multiple Segment)	1,692
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Backup Exec Single Server Unlimited Users	472
Backup Exec NetWare Enterprise NLM	871
CHEYENNE ARCserve v5.01 NLM 5/10	261/511
ARCserve v5.01 25/50/100 users	882/1,082/1,219
ARCserve v5.01 250/500/1000	1,502/2,551/5,842
JETserve Backup	5,026
Changer Option for v5.0/Stacker Option	456/470
PALINDROME Backup Director NLM 1 SVR (25 Users)	256
Backup Director NLM 1 SVR/Multi-Server	585/1,011
Storage Manager Single Server/Multi-Server	1,435/2,522
COLORADO Power Tape 1.1GB w/o Ctrl	696
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Power Tape 50-4 GB SCSI Tape Drive w/Ctrl	1,295
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HP DDS 4mm 4-8GB DAT Int/Ext	948/1,098
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ST. BERNARD Open File Manager	395

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MOTOROLA DDS/MR64 V.35 or RS232	463
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LinkSwitch 1000 24 RJ45, 1 Fast Ethernet	3,536
Kalpana EPS500 EtherSwitch 5-pt w/SNMP /Full Dplx	2,352
EPS2015-041 EtherSwitch 15-pt w/SNMP	6,271
NLM Load Balancing Software	441
SMC TigerSwitch XE 24-pt	6,926

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2A/Plus Module w/2 v.34 28.8 Modems J2623A	2,132
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SHIVA Net Modem/E 28.8	1,537
Lanrover/2E Plus	2,501
Lanrover/E 3.5 8prt	3,847
Lanrover/E Plus Async 8prt w/o modems	5,179
Lanrover/E Plus 8-port v.34	7,898
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
U.S. ROBOTICS 2-port Lan Modem Enet/TR	1,590/1,986
XIRCOM NetAccess 4-pt/8-pt	2,609/4,563

ISDN Connectivity

3COM Impact ISDN 3C871 (MPPP)	488
Impact ISDN 3C872 (MPPP) w/ modem	562
ASCEND Pipeline 50 ISDN Single/ w/NT1	800/961
Pipeline 50 ISDN Multi/ w/NT1	1,219/1,342
Pipeline 400B/400T/400-4BRI	3,393/4,680/7,605
COMBINET 900 ISDN PRI Enterprise Access Server	3,539
CISCO Systems LAN2LAN Personal Office ISDN-BRI	506
LAN2LAN Remote Office ISDN-BRI	1,412
LAN2LAN Enterprise ISDN-BRI/4 BRI	1,925/3,995
DIGI Datafire 16 Bit ISDN (PPP)	409
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PC-IMAC Multiport ISDN/4-1/4-2/4-4	672/1,064/2,092
IBM WaveRunner ISDN ISA/MCA	562/562
7845 Extended NT1 for voice/data w/ battery	357
HAYES ISDN Adapter	733
MOTOROLA UTA220 ISDN w/NT1	616
HMTA200 ISDN/v.32/Fax w/NT1	711
BitSurfr PRO ISDN Term Adapter w/NT1/2 ANALOG	406
BitSurfr PC ISDN Internal TA	368
NT1D Network Terminator	186
US ROBOTICS Courier-I Modem w/V.34 w/Analog Int	630
Courier I-Modem w/ISDN/v.34 w/Analog Port Ext	743
Courier-I Modem w/ISDN/V.34 w/o Analog Port Int	588
Courier-I Modem w/ISDN/v.34 w/o Analog Port Ext	702

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Jetpress MIO for HP4/MIO PLUS	349/451
LANPress 10BT (1 PAR)	313
LANPress THIN/10BT (1PAR/1SER)	362
LANPress THICK/10BT (2 PAR/2SER)	512
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JetDirect Combo MIO BNC/10BT	400
JetDirect Ethernet EX/EX Plus3	362/484
JetDirect Token Ring EX/EX Plus3	567/682
INTEL Netport EL Ethernet/Token Ring	422/588
NetportExpress XL for Ethernet/Token Ring	463/618
MILAN Fastport 3110CX 10BT, Multi-Protocol, 1P/2S	396
Fastport 3210X 10BTMulti-Protocol, 2P/2S	485
Fastport 3500X TR Multi-Protocol	521

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CASTELLE FaxPress 1000, 10BT/BNC	1,576
CHEYENNE FaxServe 3 NLM 5/10/25	393/717/1,177
FaxServe 3 NLM 50/100 (*New Version*)	1,816/2,533
FaxServe 3 NLM 250/500	3,801/4,982
FaxServe 3 NLM 1000	6,229
DELRINA Net Satisfaxtion for 8 fax boards (25 users)	786
Net Satisfaxtion (1000 users)	1,040
Winfax Pro for Networks (Server)	125
10/25/50/ Users	675/1,509/2,851
Starter Kit (1 Server, 2 nodes)	274
GLOBAL VILLAGE FaxWorks Pro LAN 2/10/30.	145/494/571
PURE DATA Satisfaxtion Modem 200/400	244/315
Satisfaxtion Modem 2000/4000 2port/4port	1,157/1,822
U.S. ROBOTICS Ethernet Fax Server	1,970
Token Ring Fax Server	2,227

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MERIDIAN CDNET PLUS DOS/NLM (10 Users Start)	677
CDNET PLUS DOS/NLM (100 Starter Kit)	1,482
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MICRO DESIGN SCSI Express for NetWare, MDI	599
SCSI Express CDROM, Non-MDI	808
CD-Rom LaserBank 600CD Ext. Single/Dual	599/1,117
MICROTEST Discport Ethernet/Token Ring	488/818
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PLENUM RG58 or RG62 Cable (1000' min)	350
MICROTEST MT310 Kit	739
MT350 Value Kit/Fiber Solution Kit	1,837/1,482
Penta Scanner/Compas Kit	2,706/3,967

Novell Software

Lan WorkPlace for DOS Single/10 Users	309/1,508
Lan Workplace for Mac Single/10 Users	289/1,437
Lan WorkGroup-5/10/20 Users	1,125/1,866/2,613
NetWare for Mac v3.12 200 Users/4.01	685/851
Branch Link Router/Enterprise Router	765/1,902
NetWare NFS/Gateway Bundle	2,861
NetWare NFS Service for NW4.1	2,239
Global MHS v2.0 20/50/100 Users	358/648/1,064
MHS v1.5 Network Edition 10/50/100 Users	140/504/733
MHS Multi-Network Edition 10 Users	140

E-Mail

cc:MAIL Desktop-Any Platform	72
Lan Systems License 10 users/50 Users	632/2,883
Group Pack 10-pack DOS/WIN	638
Mobile for DOS or MAC	150
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Link to SMTP v2.0/Link to UUCP	2,473/370
MICROSOFT PC Mail Server + 10 Users	485
PC Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3,405
SMTP/X400/Fax Gateway	3,173/3,194/1,419

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SYMANTEC Anti-Virus for NetWare 10/25	605/1,378
CHEYENNE InocuLAN 20/250 workstations	326/655
InocuLAN Option 25/100/250/1000	133/190/260/325
Utils for NetWare	257
COREL Network (RAID/CDROM/OPTICAL sw)	420
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FRYE Early Warning System or Lan Directory	350
INTEL LanDesk Virus Protect (Single)	696
LanDesk Virus Protect 4-pk/20-pk	2,070/6,757
MICROTEST Lan Assist or Map Assist	211
PALINDROME Prepare! Disaster Recovery SW	727
SYMANTEC Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3,680

Peer-to-Peer Networking

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LANtastic 6.0 Add-On Kit Coax/10BT	135
LANtastic 6.0 Software Single/5/10 User	99/354/637
LANtastic Management Serv./Advan	144/578
Central Station NetWare	447
Noderunner/SI Coax or TP/Combo	109/129
Lantastic for MAC	433
Lantastic for TCP/IP Single/5 Pk	220/883
Power Suite Starter Kit 2 Users	412
Power Suite 1 User Add-On Coax or TP	216

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EAGLE NMSL/C Mirror Server Link	806
NMSL/F Mirror Server Link	1,174
MICRODYNE NMSL/C Mirror Server Link	826
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VINCA Standby Server ISA/EISA	1,448/1,704
Standby Server 32 w/ Autoswitch ISA/EISA	2,220/2,561

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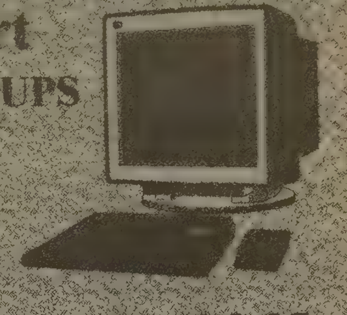

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PCI IDE CONTROLLER BUILT-IN
2-16550 HIGH SPEED SERIAL PORTS
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DIAMOND STEALTH 64 PCI VGA 2MB
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1.44 FLOPPY DRIVE
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MINI TOWER CASE
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VLB IDE CONTROLLER
VLB SVGA CONTROLLER
2 SEL, 1PARALLEL,1GAME
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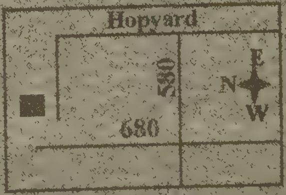

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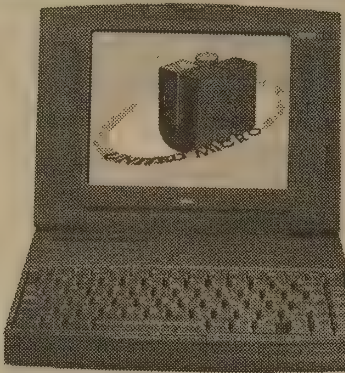

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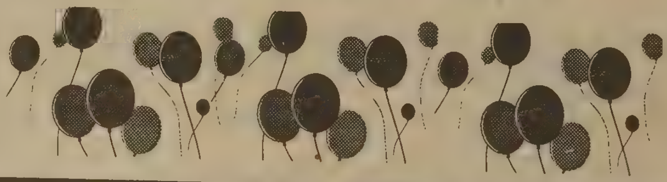

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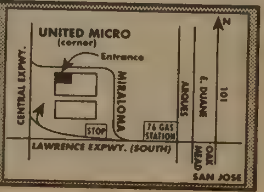

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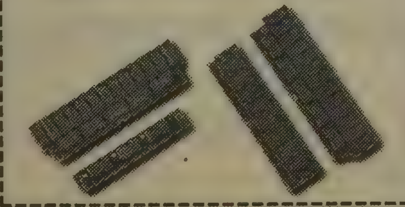

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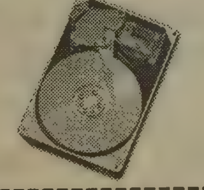

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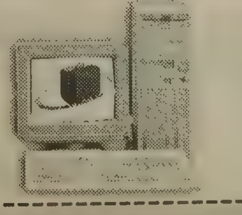

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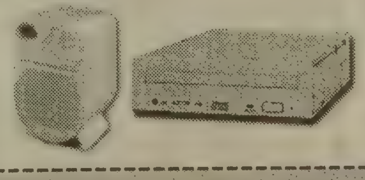

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- 2 - 16550 EPP/ECP Ports on board
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- 1.44 MB Floppy Drive
- 850MB EIDE Hard Drive
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- 16-Bit Sound Card
- 2 - PCI EIDE Controller & FDC on board
- 2 - 16550 EPP/ECP Ports on board
- 15" SVGA Monitor, 1280x1024, .28dp, NI
- Trident PCI Card w/1MB (exp. to 2MB)
- Mid-Tower Case w/230W Power Supply
- MultiMedia Speakers
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- Microsoft OEM Serial Mouse w/Pad

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- 2 - PCI EIDE Controller & FDC on board
- 2 - 16550 EPP/ECP Ports on board
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- Mini-Tower Case w/230W Power Supply
- Enhanced 101 Keyboard
- Hi-Res Mouse w/Pad

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486DX4-100 (AMD)..$895
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SONY. 4X CD-ROM 77E

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- EIDE Fast 4X Speed
- 200ms/600KB/SEC

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- 16MB 60ns RAM, Exp. to 128 MB
- 1.44 MB Floppy Drive
- 850MB EIDE Hard Drive
- 4X Speed EIDE CD-ROM Drive
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- 2 - PCI EIDE Controller & FDC on board
- 2 - 16550 Serial & EPP/ECP Ports on board
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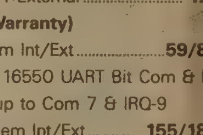

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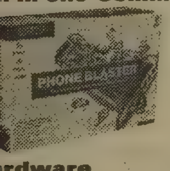

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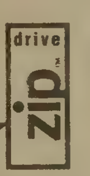

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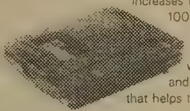

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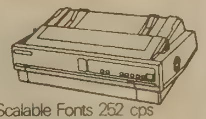

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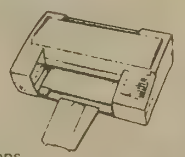

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Synerchat BBS. (408)929-1980. 24 hrs., 14,400. 20 lines. Chat, mail, messages, games, Internet. 18+ only. Free trial. Sysop: Joe Cram. [Exp. #142.]

Thunder Mountain BBS. (408)978-0302. 8-N-1, 24 hrs., 14,400. Eight lines. Chat, files, games, MatchMaker, more! Free Family Fun! [Exp. #143.]

TIPS BBS. (408)265-7529. 8-N-1, 24 hrs., 1200–14,400. Internet email, Usenet newsgroups, latest shareware, technical support. Free/fee. Sysop: Wm Duemler. [Exp. #143.]

VidGam2 BBS. (408)737-7791. 28,800. Adult GIFs, games, 1000s utils., free Internet newsgroups, email, FTP-mail, Fido. Sysop: Marcelo Hassmer. [Exp. #143.]

415

007 1/2 BBS. (415)387-7229. 8-N-1, 24 hrs., 1200–14,400. Two lines. Asian GIFs, utils., games, LORD. Free/pay access. [Exp. #142.]

Atomic BBS. (415)564-2935. 8-N-1, 14,400. Giant LORD game, BRE, Paladin, more. Messages, files. No X! Free trial. [Exp. #144.]

Bay Area Luv Connection. (415)822-7550. 24 hrs. 16 lines. We're back. Adult board. [Exp. #143.]

BayBytes BBS. (415)327-2098. 24 hrs., 2400–28,800. Infotainment, Internet email, chat, games, networking for small/home business. Free trial. [Exp. #144.]

The Classifieds BBS. (415)665-4287. 24 hrs., 28,800. Buy, sell, trade! Free advertising, local and FidoNet message areas. Free. Sysop: John Suelen. [Exp. #144.]

Club 21 BBS. (415)386-2185. 8-N-1, 2400–14,400. Personals, XXX GIFs, Txt, MatchMaker, adults 21 over only. Str/Les/Gay. [Exp. #144.]

Dark Side Of The Moon. (415)348-1831. 24 hrs., 14,400. Aragon High School's BBS. Excellent school-related message bases, files. Sysop: Aragon Don. [Exp. #142.]

ETVC BBS. (415)239-8467. 8-N-1, 24 hrs., 2400. TV, TS, TG support. Files, messages, news. No fee. [Exp. #143.]

A Family Bulletin Board. (415)459-6094. 24 hrs., 2400–14,400. Free files, downloads, investments, financial, Internet email, newsgroups, WWW. Free/fee. [Exp. #144.]

Flying High BBS. (415)467-2303. 24 hrs., 9600–28,800. Gay/straight XXX, games, LORD, 18+ verification for adult access. Free. [Exp. #143.]

Gamers BBS. (415)592-4496. 8-N-1, 24 hrs., 14,400. Five nets, 1.2GB and CD online, 25+ doors. Free/donation. Sysop: Gamer. [Exp. #143.]

GameWorld. (415)493-0607. 8-N-1, 24 hrs., 300–14,400. Over 100 games to download, five doors, family oriented. Free! Sysop: Jesse Radin. [Exp. #143.]

Golden Gate Computer Society BBS. (415)457-2516. 24 hrs., 14,400. 2GB of files, 30 min/day free. ILink, Cal.Link: free. Usenet and Internet email: $24/year. [Exp. #142.]

Hints BBS. (415)572-8219. Multiline, high-speed modems. Internet, Fido and RIME conf., files. Great rates! [Exp. #143.]

IBBS West. (415)564-9440. 8-N-1, 24 hrs., 300–28,800. PC and compatibles, shareware, utils., adult GIFs, CD-ROM 13,000 files. Fee. [Exp. #143.]

Interact. (415)961-6911, telnet: diversion.com . 24 hrs., 1200–14,400. The place for live chat and multiplayer games. 18/over only. [Exp. #144.]

Kewl! BBS. (415)592-8520. 24 hrs., 2400–28,800. Games, files, forums, Action teleconference. Major BBS. Free trial. [Exp. #144.]

Los Altos Online. (415)948-4148. 24 hrs., 28,800. Family-oriented, no adult material, your favorite newsgroups added free. Free. [Exp. #142.]

The MacDaddy BBS. (415)587-9052. 24 hrs., 14,400. Usenet, BayON-LINE, FringeNet, Mac/Win files. Sysops: Jonathan Mergy,. Robert Pomon. [Exp. #142.]

Mental Ward BBS. (415)322-2344. 8-N-1 and 7-E-1, 14,400. Free BBS running Wildcat! 4.11. Mainly doors but a few files. Sysop: Ian Turner. [Exp. #142.]

The Message Warehouz BBS. (415)587-4544. 8-N-1, 24 hrs., 14,400. Internet mail, online CD-ROM, conference areas! Online since 1990. [Exp. #143.]

The Mother Ship. (415)665-5496. 8-N-1, 24 hrs., 14,400. How to legally stop paying federal income tax, leading-edge consciousness. [Exp. #142.]

Near Side BBS. (415)369-5063. 8-N-1, 24 hrs., 2400–28,800. FidoNet, local messages, CD-ROM online, friendly users. Free/subscription. Sysop: Adam Tordoff. [Exp. #143.]

The Pyramid/2 OS/2 BBS. (415)494-7497. 8-N-1, 24 hrs., 2400–14,400. Provides the latest in OS/2 files, information. Files added daily. Free. Sysop: Sven Sampson. [Exp. #143.]

realitycheckBBS. (415)648-9489. Freedom of Information, cigars, tech, text files, much more. NIRVANAnet. Sysop: Poindexter Fortran. [Exp. #142.]

San Francisco Online. (415)673-8334. 24 hrs., 14,400. PC/Windows required. Full multimedia interface. Free classifieds. Files, GIFs. Free/pay. Sysop: Debbie Hanson. [Exp. #142.]

The ShadowLands. (415)856-3375. 24 hrs., 1200–28,800. Full access for nonporks, FrogSoda. We are water resistant Phreaks. Free. Sysops: Dasium and Shorty. [Exp. #143.]

The Shadow Zone IV. (415)868-2344. 8-N-1, 24 hrs., 1200–14,400. Small but friendly BBS in West Marin. Cooking/recipe forums. Free. Sysop: Katherine Smith. [Exp. #144.]

TamTech BBS. (415)759-5529. 8-N-1, 24 hrs., 2400–14,400. New BBS dedicated to quality shareware files for IBM compatibles. Free. [Exp. #143.]

Toad Hall BBS. (415)595-2427. Full Internet access, Usenet, RIME, Intelec, ILink, more. Free trial. Sysop: Gordon Anderson. [Exp. #143.]

VidGame BBS. (415)742-6486, 369-7356. 28,800. Nine nodes. Adult files; 1000s utils.; Internet newsgroups, email; Fido; more. Sysop: George Hassmer. [Exp. #144.]

510

Aaron Construction Company BBS. (510)521-0281. 8-N-1, 24 hrs., 1200–28,800. Construction Q&A,

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BULLETIN BOARDS cont.

lots of files, Survival and Paul Revere Network conferences. Free. [Exp. #144.]

Dr Jack's Thing. (510)689-4022. 8-N-1, 24 hrs., 28,800. 20,000+ files; Asian, Japanese, other adult GIFs; games; email; much more! [Exp. #143.]

Dragonhead BBS. (510)417-8718. 8-N-1, 24 hrs., 1200–14,400. Thousands of files, LORD, TW2002, Fido, Internet email, friendly. Free trial. [Exp. #143.]

DVPC BBS. (510)943-6238. 8-N-1, 300–14,400. Diablo Valley User Group news, shareware, FidoNet. Free access. [Exp. #144.]

Exodus BBS. (510)886-6513. 8-N-1, 24 hrs., 14,400. ANSI, ASCII, VT-100, TTY. Many shareware files, huge message conferences. Free/fee. Sysop: Fuzz. [Exp. #143.]

Gold Diggers BBS. (510)568-7807,,,25,25. 24 hrs., 2400–28,800. IBM, Atari ST, Amiga, Mac, files, games, and messages. $10/year. Sysop: Harry Goldberg. [Exp. #143.]

Gospel Ministry Through PC. (510)932-8778. 8-N-1, 2400–14,400. Daily devotion readings, Bible promises, etc., ANSI art, RIP graphics. Free. Sysop: Dr. Daniel Maedjaja. [Exp. #143.]

Greater Light Online. (510)724-9296. 24 hrs., 14,400. Christian. Many message bases, multiline chat, 12,000+ files. Free! Sysops: Michael Bryant, Gary Varney. [Exp. #144.]

Integrated Systems Online! (510)252-1722. 8-N-1, 24 hrs., 1200–19,200. Online games, discussion conferences, file transfers, adult files, lots of fun! Free/fee. Sysop: Rich Bland. [Exp. #143.]

K 3's Over The Wire Resumes. (510)370-3719. 90-day free resume listing. Free job hotlines. [Exp. #143.]

Krystal Dreams BBS. (510)783-7261. 8-N-1, 24 hrs. No ugly fees!! Just maintain file ratios and read policy. 2GB. [Exp. #143.]

Latino On-Line Access. (510)770-0927. 8-N-1, 24 hrs., 14,400. Latino info, FidoNet, Internet, files, door games, all are welcome. Free. [Exp. #143.]

LiverGulch BBS. (510)606-9846. 24 hrs., 28,800. Four lines. New! Windows-only, multitasking BBS. Science, technology, NASA GIFs, Windows shareware. Sysop: Ken Marsh. [Exp. #143.]

Maddog! BBS. (510)895-8089, 483-0203. 24 hrs., 2400–28,800. 10 CD-ROMs, online games, FidoNet, Raider and 49er echos, sports, files. Sysop: Troy Earp. [Exp. #144.]

Online Access. (510)494-1060. 24 hrs. Windows GUI BBS offering free conferences, files, Internet, sports, online games. [Exp. #143.]

Pleasant BBS! (510)689-0519,,22. 24 hrs., 2400–28,800. Most new GIFs, games, shareware, adult files, more. Very friendly sysop. Free/fees. [Exp. #143.]

The Rat's Lair. (510)644-3280. 8-N-1, 24 hrs., 2400–14,400. OS/2, Windows 95/NT, Disneyana, science fiction, much more. Friendly, free. Call! [Exp. #144.]

Terminal One BBS. (510)689-9528. 28,800. Four lines. Files, games; Free Internet email, newsgroups. Multinode chat. [Exp. #143.]

Vampire's Den BBS. (510)536-2640. 8-N-1, 24 hrs., 1200–14,400. Adult-related Doors, files, and message areas. Free. Sysop: Harley Dude. [Exp. #142.]

VidGame BBS. (510)601-0771. 28,800. Nine nodes. Adult files; 1000s utils.; Internet newsgroups, email; Fido; more. Sysop: George Hassmer. [Exp. #144.]

VisionBytes! (510)355-0968. 28,800. Visioncare topics, referrals. ASP, Apogee, Epic, FidoNet. WorldGroup for Windows. Free. [Exp. #142.]

The VisualAge BBS. (510)685-9585. 8-N-1, 24 hrs., 2400–14,400. Multichat, local echomail nets, doors, three CD-ROMs, Internet email soon. Free/pay. Sysops: David Afana, Gus Damian. [Exp. #142.]

The Warped BBS. (510)939-8344. 24 hrs., 300–28,800. Two lines. Good messages, 2.5GB+, Internet mail, WWIV 4.23. Free! [Exp. #144.]

Windows OnLine. (510)736-8343, telnet: 199.3.100.146 . 8-N-1, 24 hrs., 28,800. Largest Windows BBS. Free limited trial. WWW: *http://www. cris. com/wol* . [Exp. #143.]

Wishing Well BBS. (510)745-7901. 1200–14,400. 95+ games, quality files, supports ANSI and RIP, adult files, more. Sysop: MaryLou White. [Exp. #144.]

707

Zephyr—The Ultimate CyberBreeze. (707)421-1500. 24 hrs., 2400–28,800. Excalibur system with Internet, games, news, contests, music, files, comics. Free/fee. Sysop: John Zimmerman. [Exp. #142.]

916

EBS MicroSystems. (916)247-1232. 8-N-1, 24 hrs., 300–28,800. 10 lines. IFDC FileGate, 5000 new files a month. FidoNet/PC catalog. Sysop: Bruce Knapton. [Exp. #143.]

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USER GROUPS

AMIGA

AWEST Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415)474-1164. [Exp. #146.]

FAUG—First Amiga User's Group. Meetings: 1st Tues., 7:30 pm, HT Electronics, 275 N. Mathilda Ave., Sunnyvale. Q&A, new product demos, public domain software. Call: Mike Fischer, (415)855-9816, BBS (415)341-7566, *mikef@hpl.hp.com* . [Exp. #146.]

RAACOON (Redding Area Amiga Commodore Owners/Operators Network). Amiga/Commodore 64/128 support group. $25/year including BBS access. BBS (916)247-1232. Call: Jeff King, (916)221-2651. [Exp. #142.]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat. (except Nov.), 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Call: Lawrence Brown, (408)526-4487 or Randy Abel, (408)356-9405. [Exp. #146.]

APPLE

SPC Apple User Group. Meetings: 2nd Tues., 6:45 pm, CompUSA, New Park Mall, Newark (I-880 exit west on Steveson or Morey). The Society for Prevention of Cruelty to Apple Computers Users Group supports all Apple and Macintosh computers. Call: Dean Fearn, (510)881-9160. [Exp. #144.]

ATARI

Bay Area Atari Users Group. Meetings: 1st Mon., Agnews Development Center West Campus Auditorium, San Jose. Write: c/o 3691 Eastwood Cir., Santa Clara 95054-2121. Call: Steven Lee, (408)988-3878. [Exp. #144.]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp. #144.]

CAD

BMUG Mac CAD SIG. Meetings: last Tues. (none in Dec.), 6:00 pm, San Francisco Apple Office, One Bush St., 10th Fl. (at Market St.). Presentations, demos. Free. Call: Steve Lukrofka, (415)931-8866 or *LUK@aol.com* . [Exp. #147.]

MAUG—Marin AutoCAD Users Group. Meetings: 1st Thurs., 6:30 pm, Autodesk, 111 McInnis Pkwy., Demo Rm., San Rafael (next to Embassy Suites). Call: Priscilla Mills, (415)491-9111. [Exp. #146.]

San Francisco AutoCAD User's Group. Meetings: 1st Mon., 6:00 pm, SFSU Downtown Center, 425 Market St., San Francisco. Door prize every meeting. Call: (415)821-7988. [Exp. #146.]

Sonoma County AutoCAD Users Group. Meetings: 3rd Wed., 6:30 pm, Piner High School, Rm. H-83, 1700 Fulton Rd., Santa Rosa. Call: John Weitzel, (707)525-8147. [Exp. #146.]

South Bay AutoCAD Users Group. Milpitas. Call: (408)282-4448. [Exp. #144.]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)531-3734 or 793-7868. [Exp. #147.]

CWEST C64/128. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)626-9946. [Exp. #146.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Contra Costa Water District Anteroom, 1331 Concord Ave., Concord. Call: (510)689-3224. [Exp. #143.]

FUNHUG (Fremont, Union City, Newark, Hayward User Group). Meetings: 3rd Thurs., 7:00 pm, Newark Library Conference Room, Newark. For the Commodore 64/128 computer. Call: (510)793-7868. [Exp. #147.]

RAACOON (Redding Area Amiga Commodore Owners/Operators Network). Amiga/Commodore 64/128 support group. $25/year including BBS access. BBS (916)247-1232. Call: (916)221-2651. [Exp. #142.]

DESKTOP PUBLISHING

Bay Area Corel Artists And Publishers (BAYCAP). Meetings: 1st Mon. (2nd if holiday), 7:30 pm, Varian Associates, Bldg. 7, 3075 Hansen, Palo Alto. $5 for nonmembers, membership is $35/year. Call: (408)252-5586. [Exp. #143.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor—near 1st and Mission, San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp. #147.]

Business Operations SIG Of The Software Forum. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Mike Schmit, (408)244-6826. [Exp. #147.]

Diablo Valley User Group—DVPC. Meetings: 1st Thurs., 7:30 pm, Bank of America, Bldg. B, 2001 Clayton Rd. at Galindo, Walnut Creek. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: (510)943-1367. [Exp. #147.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2527, 8 am–10 pm. [Exp. #147.]

FUN PC (Fremont, Union City, Newark PC) Users Group. Meetings: 1st Wed., 6:30 pm, CompUSA Newark Training Room. Contact: (510)795-4286, #8. [Exp. #147.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556. [Exp. #145.]

International Software SIG Of The Software Forum. Meetings: 3rd Mon., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Charlie Pfefferkorn, (408)923-7570. [Exp. #147.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm, Call: Lee Schwab, (707)257-2675 or *lee@community.net* for details and location. [Exp. #144.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Share knowledge and PD/shareware, network of BBSes, mentor assistance, SIGs. Call: (510)276-6450 or 538-2449. [Exp. #144.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, Rec Room, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415)593-9981, BBS (415)571-9259. [Exp. #147.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, #153, San Francisco. For people who use computers in their work. Visitors $10. Call: (415)788-5338. MCI mail: 425-1545. [Exp. #147.]

San Francisco Computer Society. Meetings: 4th Mon., 7:00 pm, Presbyterian Church, 1329 7th Ave., San Francisco. CP/M and DOS, novices welcome. Call: Bob Forsberg, (415)885-6202. [Exp. #143.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, St. Mary's Cathedral, 1111 Gough St., San Francisco. Call: Tom McLoughlin, (415)243-9830, or (415)346-2644. [Exp. #147.]

Silicon Valley Computer Society—SVCS. Meetings: 2nd Wed., 7:30 pm, Hewlett-Packard, Bldg. 48, Oak Room, 19483 Pruneridge Ave., Cupertino. Call: (408)956-0864; BBS, (408)956-0317. [Exp. #144.]

South Bay WordPerfect User Group. Meetings: 4th Tues. (no Dec. meeting), 6:45 pm, Novell, 2880 Lakeside, Suite 300, Santa Clara. WordPerfect for Windows product presentations and education. Free. Call: Scott Maiden, (408)253-4591. [Exp. #145.]

Stanford Palo Alto PC Users Group. Meetings: last Wed., 7:30 pm, Varian, 3075 Hansen Way, Bldg. 7, Auditorium, Palo Alto. Call: Beverly Altman, (415)329-8252. [Exp. #147.]

INTERNET

BCOOL (Bay Area Computer Org. On-Line) Meetings: 2nd Fri., location varies. Free online classes, tech support, discussions, Web surfing, novices welcome, more. Contact: Lloyd, (415)459-8916, BBS (415)459-6094. [Exp. #147.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, Sun Microsytems, Bldg. 6, 2750 Coast Ave., Mountain View. $10. Call: Walt Schilling, (408)764-6475. [Exp. #147.]

Old Town News & Coffee Internet Users Group. Meetings: every Thurs., 7:00 pm, Old Town News & Coffee, 926 Grant Ave., Novato. Hooked staff on hand to discuss setting up Web pages. Call: (415)897-4419 or *oldtown@hooked.net* or *http://hooked.net/users/oldtown-news* . [Exp. #147.]

Tri-City Internet Group. Meetings: 2nd Tues., 7:00 pm, Fremont main library, 2400 Stevenson Blvd., Fremont. Beginners and advanced users, discussions, Q&A, and demos. Call: Andy, (510)494-5400. [Exp. #145.]

LEGAL

BMUG Law SIG/Law SIG South. Meetings: 2nd Wed., 6:00 pm, Nossaman, Guthner, Knox & Elliot, 50 California St., 34th Fl., San Francisco. Call: Randy, (916)661-2280 or *rbs@aol.com*; or Ted, (415)383-4783 or *tllindberg@aol.com* . [Exp. #143.]

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St., San Francisco. Brown bag meetings. Call: (415)421-5650. [Exp. #142.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp. #145.]

BMUG—Berkeley Macintosh User Group. Meetings: every Thurs., 6:00 pm, Warren Hall, Rm. 22, UC Berkeley campus. Call: (510)549-BMUG. [Exp. #143.]

BMUG West. Meetings: last Mon., 6:30 pm, San Francisco Exploratorium. Call: (510)549-BMUG. [Exp. #143.]

CMUG-Christian Macintosh User Group. Meetings: 1st Thurs., 7:00 pm,

USER GROUPS cont...

San Jose. Learn more about your Mac. Monthly newsletter. Call: Rick Thrasher, (408)945-4773 or *RickT5@aol.com* . [Exp. #144.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 7:00 pm, Bancroft School, 2200 Parish Dr., Walnut Creek. Get together with Mac and Performa users. Many SIG meetings. Call: Tom Bacon, (510)945-4548. [Exp. #147.]

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Apple Computer, R&D Campus, 1 Infinite Loop, Cupertino. A forum for multilingual/multiscript computing. Call: Roger Sherman, (415)859-5146. [Exp. #147.]

Macs Of Marin. Meetings: last Wed., 7:30 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 7:30, meeting 8:00, members free, nonmembers $5. Call: Richard, (415)485-5596. [Exp. #147.]

OpenDoc/Macintosh SIG Of The Software Forum. Meetings: 3rd Tues., 7:00 pm, Apple Computer, R&D Bldg. 4, 4 Infinite Loop, Cupertino. $10. Call: Tony Meadow, (510)644-9400. [Exp. #147.]

SPC Apple User Group. Meetings: 6:45 pm, Comp USA, New Park Mall, Newark (I-880 exit west on Steveson or Morey). The Society for Prevention of Cruelty to Apple Computers Users Group supports all Apple and Macintosh computers. Call: (510)881-9160. [Exp. #144.]

TriValley Macintosh User Group (TMUG). Meetings: 3rd Tues., 7:30 pm, Sonoma School, 543 Sonoma Ave., Livermore. Beginners to experts; library, newsletter, SIGs, and a BBS. Call: Jerry, (510)828-0959. [Exp. #146.]

MISCELLANEOUS

California Genealogical Society SIG. Meetings: 2nd Sat. odd months, CGS Library, 300 Brannan St., 4th Fl., San Francisco. All makes, models, and software welcome. Call: Dave Wilma, (415)681-5131 or *DavidWilma@aol.com* . [Exp. #144.]

Marketing SIG Of The Software Forum. Meetings: 2nd Mon., 7:00 pm, Center for Software Development, 111W. St. John St., Ste. 200, San Jose. $10. Call: Stan Trumbull, (408)996-1376. [Exp. #147.]

MOBILE

Mobile/Wireless SIG Of The Software Forum. Meetings: 4th Wed., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Dick Roistacher, (415)591-8236. [Exp. #147.]

MULTIMEDIA

Authorware User Forum. Meetings: last Tues. (except Aug./Dec.), 6:30 pm, Scitor Corp., 256 Gibraltar Dr., #C1, Sunnyvale. (510)736-5245. [Exp. #146.]

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Center for Software Development, 111 W. St. John Street, Suite 200, Downtown San Jose. $10. Call: Dave McCutcheon, (415)506-4238 or Charlie Pfefferkorn, (408)923-7570. [Exp. #147.]

NETWORKING

Apple Network Manager's Association. Meetings: 3rd Thurs., 5:30 pm, Syntex Laboratories, Palo Alto. A forum for discussing problems and solutions associated with managing mixed environments with AppleTalk networks. Call: Bill Woodcock, (510)843-6369, email *woody@zocalo.com* for directions. [Exp. #143.]

Client/Server SIG Of The Software Forum. Meetings: 4th Tues., 7:00 pm, Cubberly Community Ctr., Rm. H-1, 4000 Middlefield Rd., Palo Alto. $10. Call: Patrick O'Brien, (415)726-4664. [Exp. #147.]

NEXT

BANG—Bay Area NeXTStep Group. Meetings: 3rd Thurs., 7:00 pm, Stanford Linear Accelerator Center, 2725 Sand Hill Rd., Menlo Park. For NeXTStep/OpenStep users, technical support questions, demos, development tips. Call: Mike Gabrys, (415)327-BANG; email: *info@bang.org*; WWW: *http://www.bang.org/* . [Exp. #142.]

NOVELL

Monterey Novell User Group. Meetings: 3rd Thurs., 40 Ragsdale Dr. in Ryan Ranch off Hwy 68 in Monterey. Call: (408)645-2475. [Exp. #144.]

OS/2

OS/2 BAUG Developers SIG. Meetings: 2nd Mon., 7:00 pm, IBM, 1055 Joaquin Rd., Mountain View. Call: (510)945-7565, ext. 100. [Exp. #145.]

OS/2 BAUG Enterprise SIG. Meetings: 3rd Mon., 7:00 pm, IBM, 425 Market St., 22nd floor, San Francisco. Call: (510)945-7565, ext. 100. [Exp. #145.]

OS/2 Bay Area User Group. Meetings: 4th Mon., 7:00 pm, Stanford Linear Accelerator Center Auditorium, 2575 Sand Hill Rd., Menlo Park. For anyone interested in OS/2. Presentations, demonstrations, question and answer session. Call: (510)945-7565 ex. 100. [Exp. #145.]

PARADOX

bapals (Bay Area Paradox User Group). Meetings: 4th Tues., 5:00 pm, 799 Market St., 8th Floor, San Francisco. Call: (415)995-4688. [Exp. #142.]

Silicon Valley Paradox Users Group. Meetings: 3rd Tues., 7:00 pm, Tandem Computers, 10100 Tantau, Cupertino. User group of the Silicon Valley Computer Society. Call: Scott Jackson, (408)738-0424. [Exp. #145.]

PROGRAMMING LANGUAGES

Advanced C/C++ SIG Of The Software Forum. Meetings: 2nd Fri., 6:15 pm, UC Santa Cruz Extension, 3120 De La Cruz Blvd. (Trimble at 101), Santa Clara. $10. Call: Marian Corcoran, (408)973-1662. [Exp. #147.]

Silicon Valley Delphi SIG. Meetings: 1st Thurs., 7:00 pm, Loral Systems, 1260 Crossman, Sunnyvale. Special interest group of the Silicon Valley Computer Society. Call: Scott Jackson, (408)728-0424. [Exp. #145.]

Silicon Valley Forth Interest Group. Meetings: 4th Sat., 10:00 am–5:00 pm, 230 Lincoln Centre Dr., Foster City. Call: Dr. C.H. Ting, (415)638-5669 (w), 571-7639 (h). [Exp. #145.]

Visual Basic SIG Of San Francisco, Software Forum. Meetings: 3rd Thurs., 7:00 pm, Hotel ANA, 50 Third St., San Francisco. $10. Call: Dov Goreman, (510)525-9525. [Exp. #147.]

Visual Basic SIG Of The Software Forum. Meetings: 2nd Thurs., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Allan Colby, (415)851-4567. [Exp. #147.]

SILICON GRAPHICS

Bay Area Silicon Graphics Users Group—BASGUG. Meetings: 3rd Tues., 7:00 pm, X-Farm, 901 Battery St., Suite 300, corner of Vallejo, San Francisco. Dedicated to providing advanced information and education for SGI systems. Call: Doug Cain, (415)346-6150. [Exp. #147.]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Need soft-/hardware? Call: Fred, (510)530-8335. [Exp. #144.]

UNIX

AT&T UNIX Computer Users Group. Call: Thad Floryan, (415)961-5157. [Exp. #147.]

Bay Area GNU Enthusiasts League (BAGEL). Meetings: will be decided soon—call for info. Dedicated to the proliferation and understanding of GNU public license software. Call: Erik Hetzner, (415)456-2759 or *erik.hetzner@infoway.com* . [Exp. #146.]

Open Systems SIG Of The Software Forum. Meetings: 2nd Tues., 7:00 pm, DEC Auditorium, 130 Lytton Ave., Palo Alto. $10. Call: George Bosworth, (415)851-3304. [Exp. #147.]

VIDEO TOASTER

Silicon Valley Video Toaster Desktop Video Users Group Meetings: last Thurs., 7:00 pm, HT Electronics, 422 Hillview Dr., Milpitas. Special guests, demonstrations, Toaster tutorials, info and tips on Toaster System 4.0, more. Contact: Andrew, (408)244-9692. [Exp. #147.]

VIRTUAL REALITY

Virtual Valley, The Silicon Valley And South Bay Virtual Reality Users' Group. Meetings: every two months (last meeting Sept. 7). Fun, information, networking, job leads, technical demos, speakers. $5. Call: Cleopatra Alfenito, (415)824-2536 or email: *virtual_valley_admin@gravity.com* . [Exp. #146.]

WINDOWS

Windows SIG Of The Software Forum. Meetings: 1st Wed., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. $15. Call: Fran Finnegan, (415)288-4400. [Exp. #147.]

Is Your Listing Missing?

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US Mail should go to: MicroTimes User Group, 3470 Buskirk Ave., Pleasant Hill, CA 94523. **Faxes** are welcome at (510)934-3958. **Email** can be sent to: *JohnDownen@aol.com* or MCI:MICROTIMES.

Resources

ASSOCIATIONS

Association For Systems Management & Data Processing Management Association. Meetings: 1st Wed., 5:30 pm, Mountain View. Networking, dinner, speaker; $20 to $25. Call: (408)727-3906. [Exp. #147.]

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, Stagecoach Restaurant, 44 Montgomery St., San Francisco. $10 members, $15 guests. Call: (415)979-8450. [Exp. #147.]

Bay Area Association Of Entrepreneurial Software Engineers. Meetings: 1st Tues., 6:30 pm. Dinner, lectures, discussion, brainstorming, networking, product development, financing, marketing, distribution. Call: Dr. Ipser, (510)494-8765. [Exp. #145.]

Black Data Processing Associates. Nationwide network of IT professionals with two chapters in the Bay Area. Call: Willie Mackey, (408)280-7624 or email: *wjmackey@ netcom.com*. [Exp. #147.]

Business Marketing Association. Meetings: 4th Wed., 11:30 am, Marriott Hotel on Great America Pkwy., Santa Clara. A professional organization for business-to-business marketing professionals; CBC certification, topical programs, seminars, job bank. Call: (408)365-9815. [Exp. #147.]

Center For Software Development. 111 West Saint John, Ste. 200, San Jose. Provides resources for self-service testing, prototyping, and porting on many different platforms. Call: (408)494-8378. [Exp. #147.]

Computer Software Industry Association. An association working to keep California safe for the software industry. Call: Kaye Caldwell, (408)479-8743; email: *kaye@ix.netcom.com*; Web page: *http://www.well.com/user/csia/*. [Exp. #146.]

Independent Computer Consultants Association. Meetings: 2nd Tues., 6:00 pm, The City Club, 155 Sansome St., San Francisco. Open discussion, questions and answers. Call: (415)399-0305. [Exp. #147.]

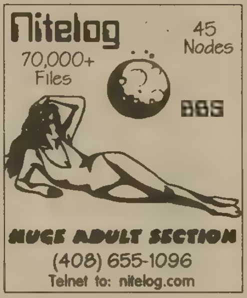
International Interactive Communications Society. Meetings: 2nd Tues. Professional association for individuals involved in multimedia, from marketing to graphics and programming. Call: (415)553-2202. [Exp. #142.]

National Writers Union. Meetings: 1st Wed., location changes. Monthly meeting for professional technical writers. Call: Andreas Ramos, (415)709-1176 or email: *andreas@netcom.com*. [Exp. #146.]

Society For Technical Communication, San Francisco Chapter. Meetings: 3rd Wed., 6:00 pm, program at 6:45 pm, Stagecoach Restaurant, 44 Montgomery St., San Francisco. Job listings, guest speakers, technical publications competition, newsletter. Call: (415)985-7121. [Exp. #146.]

Society For Technical Communication, Silicon Valley Chapter. Meetings: 3rd or 4th Thurs., 5:30 pm refreshments, 6:30 pm dinner, 7:15 dessert. Sunnyvale Hilton, 1250 Lakeside Drive (off Lawrence Expressway at 101). Guest speakers, special interest groups, networking, job listings, newsletter. Call: (408)737-9426. [Exp. #143.]

Software Forum. Meetings: 3rd Wed., 6:30 pm, Elks Lodge, 4249 El Camino Real, Palo Alto. Industry association dedicated to software developers and entrepreneurs, offering information and education on all facets of the software industry. Call: Barbara Cass, (415)854-7219. [Exp. #147.]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Business Solutions

OS/2 *continued from page 74...*

refused to load, while another OS/2 driver loaded, but the application would hang the system trying to access the scanner.

Since HP does not officially support OS/2, I contacted the developers of the drivers. Only one responded on CompuServe, pointing to DPT's .ADD driver as the most likely culprit. Calls to DPT confirmed that they had several reports of problems with scanners and were looking into it.

DPT alerted me that there had been two revisions to the driver since Warp, and that only one of them was correct and available on their BBS, but I already had it. Adaptec also had a revised OS/2 driver on their BBS, but they did not inform me of it; I found out about it on CompuServe.

Trouble With Troubleshooting

Note, first, that some problems, such as SCSI termination, are notoriously difficult to diagnose. Hangs or corruption may or may not occur, depending on a system's configuration or specific operations performed (e.g. the termination error did not cause any problems with the previous EISA and Zappa systems).

Even when problems do occur, they tend to be intermittent or without an immediately obvious pattern. The way in which the problems manifest themselves varies (sometimes hangs, sometimes corruption without hangs, with certain applications but not others, mostly hangs at different stages in OS/2, rarely outside it) and can be obscure (as in the CopyShop/2 case).

Second, with many hardware and software components involved, each from a different vendor, it is inherently difficult to pinpoint the culprit(s). The fact that many vendors' knowledge of and interest in OS/2 is, to put it politely, weak, only exacerbates the difficulties.

Frequently, as with the boot sector problem, it is a matter of luck, depending on the specific support person you happen to talk to. After extensive phone conversations with Adaptec, a support engineer spent a full day at my office trying to diagnose the problem, to no avail.

A different support person at DPT suggested that after zapping, a drive may have to be reformatted to work with the original controller. If so, then the problem with the Adaptec controllers may have had two different causes, before and after the use of the DPT controller, further confusing the issues.

Third, the difficulties increase considerably when there is more than one problem present at a time—in this case the drive termination, the drive's boot sector, and cabling. DPT does not sell cables and Adaptec did not have an external 68-to-50 cable to send with the 2940W (sidebar 2). They sent, instead, a temporary internal (flat) cable with a 68-pin adapter at one end and a 50-pin Centronics connector at the other. So I purchased a 68-to-50 cable from a cable store.

But upon further research it turned out that neither the temporary nor the purchased cable was appropriate. The engineer brought what is now Adaptec's official solution: a high-density 50-pin cable for narrow SCSI and a 50-to-68 adapter for the controller's end. Of course, by the time we used it, the HP drive had been zapped to work with the DPT controller.

All in all, the above process—from the installation of the first AIR motherboard, through its

OS/2 *continued...*

replacement, testing, and SCSI debugging—took, in addition to two motherboards, three SCSI controllers and several SCSI cables; countless bootings and several weeks of considerable effort; and extensive communication with several vendors and technically knowledgeable people via a plethora of phone calls, email messages, and faxes, including a full-day on-site visit by an egineer. And I am still waiting for a scanner solution.

As I argued many times before, without the existence of and strict adherence to sensible and effective standards, and the willingness of vendors to cooperate in resolving interaction problems, the user—and ultimately the vendors too—will pay the price.

(I would like to thank Dan Murphy from Adaptec, DPT's technical support group, and Sarah Wilson from HP's scanner division for their help with this article.)

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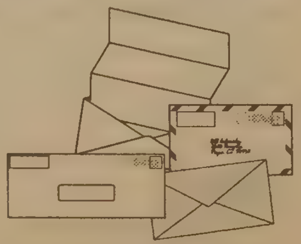

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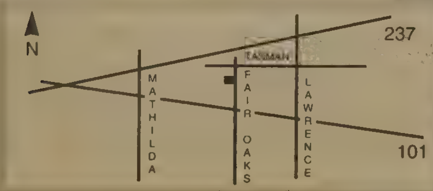

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A SHORT COURSE ON SCSI

SCSI is a standard allowing seven (and now fifteen) compliant peripheral devices—hard, removable, tape, or CD-ROM drives, or scanners—to be daisy-chained, internally and/or externally, to one compliant controller. There are variations on the SCSI theme (SCSI-1, 2, and 3; fastSCSI and wideSCSI), but I do not profess to understand all their details and implications. For the purpose of this article, there are two main issues: wide vs. narrow SCSI, cabling and termination.

Narrow Vs. Wide SCSI And Cabling

Most current controllers and devices are narrow and compliant with the SCSI-2 standard. For faster performance—usually in networked server environments—the newer wide SCSI specifications allow transfers of twice as much data as narrow SCSI (note that the transfer rate is the same, only the amount of data transfered is doubled). Both the controller and the devices must be wide for the performance benefit to materialize. Wide SCSI controllers are backward compatible with narrow devices (without the performance benefit, of course).

Wide SCSI devices have 68-pin connectors, while regular (narrow) SCSI connectors are 50-pin—either the older, Centronics type, or the newer, high-density 50-pin. So to connect external, narrow devices to a wide controller you need a special cable which has a 68-pin connector for the controller and a 50-pin connector for the first device in the chain—either a Centronics one for older devices, or the high-density 50-pin one for newer devices.

Controller kits come with only an internal (flat) cable. SCSI cables are available in electronics, cable, or computer stores for about $60–90, but caveat emptor: even those that look the part may not always work, or are not up to SCSI specs. For example, a 68-to-50-pin cable may not properly terminate the 18pin difference, causing problems.

Some vendors (e.g. Adaptec) sell external cables and adapters as an option, while others (e.g. DPT) recommend specific suppliers. It is a good idea to buy the controller vendor's cable or ask for recommendations, to minimize the potential for problems and ensure this will not be a support issue should problems arise.

With a wide SCSI controller-termination depends on the devices that are attached to it.

Termination

A SCSI bus must be terminated at both ends. If there are only internal devices, the last device in the chain and the controller itself must be terminated. If external devices are also attached to the controller at the other side of the chain, then the controller's termination must be off and the last external device must be terminated.

With internal devices only, SCSI controllers can operate at double the transfer rate (e.g. 20MB/sec instead of 10MB/sec for the DPT). Internal devices are slightly cheaper, simplify controller setup, and avoid the external cable mess and problems. On the other hand, they create an internal cable mess and are not as easy to upgrade or migrate.

Termination can be passive (for older devices like my Quantum hard drive) or active (with most newer devices like my HP hard drive and ScanJet scanner), and implemented with resistors or jumpers. External devices either have an Off/On termination switch (Bernoulli, ScanJet) or an adapter to be plugged into the SCSI connector. With most current controllers termination is handled electronically, via their utilities.

Termination gets somewhat more complicated with wide SCSI. To keep things simple, there are two levels of termination: high and low. If all devices, internal and external, are wide, then both levels must be terminated on the controller (low on, high on). If there is a mixture of wide and narrow devices, the documentation provides instructions as to the appropriate combinations of low and high termination. When, however, only narrow devices are connected at both ends of the controller, things become fuzzy. Adaptec recommends "low off, high on." DPT initially made the same recommendation, but then changed it to "low on, high on" despite the fact that, logically, the controller should not be terminated with both types of devices connected to it.

If a wide controller does not work but with both levels terminated, even if both internal and external devices are present, this may indicate a cable problem (see above). —FP

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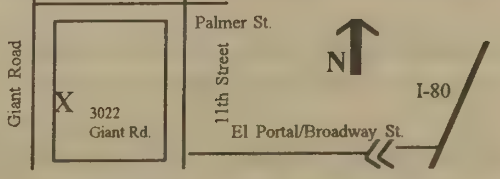

Questions for Intel on Zappa Advanced baseboard

1. The vendor sold me a Zappa Advanced which supports up to P120 CPUs. However, your support line identified it as a P90-only board, based on some sticker number ending in 405; they said P120 boards end in 605. Indeed, the vendor got new shipment in with 605 boards.

QUESTION: Are there any differences between the 405s and 605s and should I swap one of the latter for the former?

2. The AMIBios version is 1.00.01 BS0. Your support line told me there is an upgrade available on your BBS, which is downloadable using a baseboard S/N. Indeed, a newer shipment at the vendor comes with the new BIOS version. However, to upgrade the BIOS he needs to download the files from the BBS. He tried and got totally confused by the options of what to get. There seem to be no directions or explanations as to what files for what boards, etc.

He does have a disk that supposedly is used to apply the upgrades but does not know how to use it. Note that some of the quirks may be BIOS problems (see below) so upgrading would let us know without swapping boards.

QUESTION: How do we download exactly the files we need, and how do we apply the upgrade?

3. The Zappa/BIOS1 assign parallel ports in reverse order of the PC "standard," which is: LPT1-3BC, LPT2-378, LPT3-278. You are assigning them as LPT1-378, LPT2-278, LPT3-3BC. Why????? This causes confusion and may cause problems precisely where most people are mostly frustrated and lost. OSs assign these differently and diagnostics utilities show the wrong thing.

QUESTION: Is this a BIOS problem, has it been fixed in the new version and, if not, is it going to be and when?

4. Your manual says that the following IRQs will not be shown as available in PnP Setup "if consumed by ON-BOARD resources": IRQ3 Serial Port 1, IRQ4 Serial Port 2, IRQ7 Parallel Port, IRQ15 (both IDE interfaces used).

Well: IRQ4 is COM1, IRQ3 is COM2; your description is confusing—I have set the parallel port at IRQ5; it shows, but IRQ7 does not; it doesn't make any sense. IRQ14 is free and should show, but doesn't—is IRQ15 used? Diagnostics do not show IRQ15 used.

QUESTION: What's going on?

5. Setup refers to "ICU"; your manual refers to it and to Configuration Manager as run-time PnP software.

QUESTION: Where is this software? How are Zappa owners to get it?

6. Setup allows for setting an ISA Shared Memory Size. There is no explanation of it in Setup. The one in the manual—which most users don't even get—is not comprehensible to an end-user and probably to very few vendors.

QUESTION: Could you, please, explain this option in terms that the average user can understand?

7. The Zappa has a built-in connector for an infrared (irDA) module. I asked your support line how I can use the capability, and he referred me to a module made by HP.

I called HP and they did not know what that item is; they told me they have no irDA modules for baseboards, but referred me to Extended Systems in Boise.

They told me that currently there is no way to use that feature—they simply bypass it by providing an external one of their own.

QUESTION: How will users who buy this baseboard now be able to take advantage of this feature in the future, if at all? Note also that two irDA modules must be aligned to communicate—has anybody given thought to how the baseboard module must be designed for positioning flexibility?

8. The Zappa I have is very small and tight, and has a CPU fan and some other components that obstruct card pathways. As a result, it is extremely difficult to access components; full-size cards are ruled out, and sometimes only the shortest cards are acceptable (this problem is particularly serious with the PCI slots, where the fan is).

I had to give up a caching SCSI controller and I almost gave up a video card which was not even a full card. I somehow fit the latter in, but it still touches the fan.

Has anybody given any thought to how these boards will be used? Your support line told me about two other Zappa models—ZE and EV—with different layouts, but the former supports only up to P90 and the latter is without cache and has 4PCI/3ISA slots, and I prefer it the other way around.

QUESTION: Is there any model of the Zappa (or equivalent) that does not have these layout problems, has 3PCI/4ISA slots, and supports ≧P100?

Note: As of this writing, Intel has released yet another model—the Endeavor—of which I do not have all the details. They also released a fix for a bug in their Triton EIDE interface for several operating systems, including OS/2. But it is certified only for Intel motherboards and it is not clear how owners of non-Intel Triton-based system boards will get theirs. —FP

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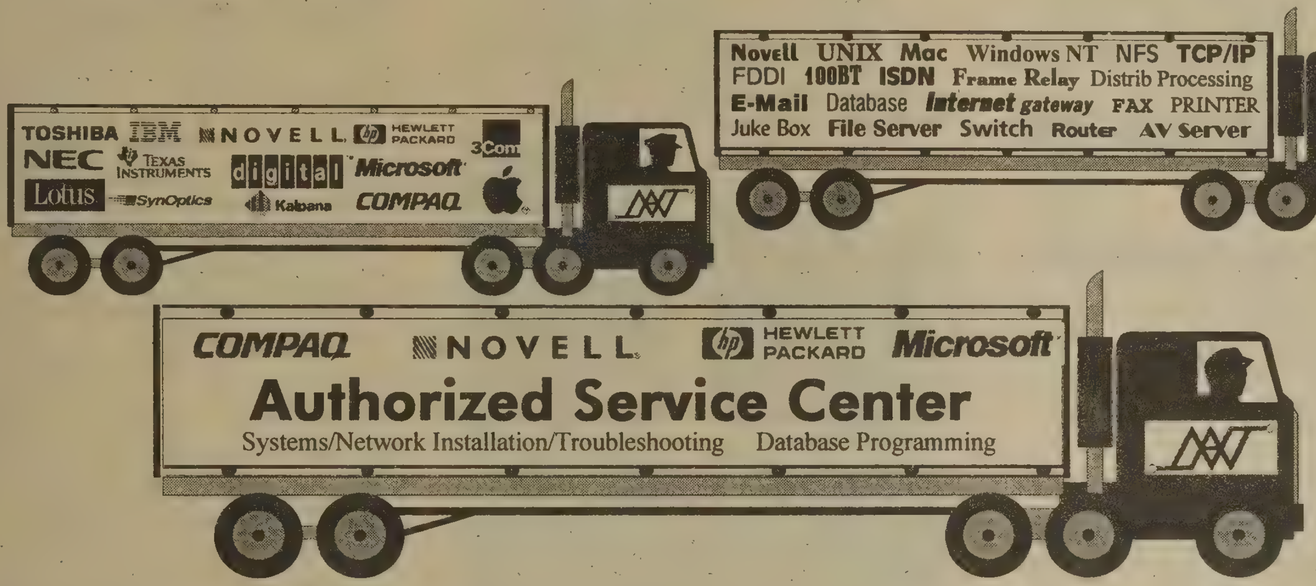
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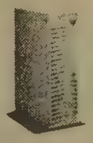

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GULCH GOSSIP

continued from page 268

21st Century Prestige

21st Century Media has been hard at work finishing up work on its new snowboarding title in its ExtremeSeries of Action Sports. Reportedly, the CD-ROM has far more interactivity, video, and music than *Singletrak Mind*, the first mountain-biking title in the series. It'll be debuted, or just has been when you read this, at Multimedia Live with a follow-up showing at the Mill Valley Film Festival.

21st Century's next project, *Prestige Studios of the World*, showcases ten top recording studios from around the world. It's due to be a CD-Plus and will be mounted on the cover of next April's *Mix* magazine. As well as QuickTimeVR visits to the studios and interviews with studio personnel, each studio will also provide a showreel to demonstrate its sound quality.

Jim Baker, 21st Century's CEO, comes from a sound recording background—so I expect this title to go beyond the usual flattery and have some real insight into the sound recording process. Major sponsors of the project include Solid State Logic, Apple, FWB, Syquest, and CompuServe, which will bundle some online goodies and service in with the product.

HELP! A Personal Plea—And An Idea

Does anyone know of a good software product to help an addict get off tobacco? I've been trying once again to quit smoking, but after almost two weeks of severe melancholy and utter stupidity, not to mention totally blown deadlines (thank you, Mary Eisenhart, for being such a kind editor!), I succumbed once again to a drug-induced sense of normality. Please email me at *jeve@well.com* if you know of such software.

And, hey! all you publishers and developers out there, if nothing turns up, this is something with a lot of multimedia potential that there should be a market for. And, yes, I'm available for consultancy. ■

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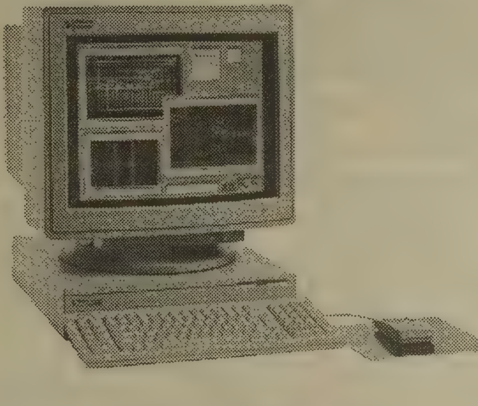

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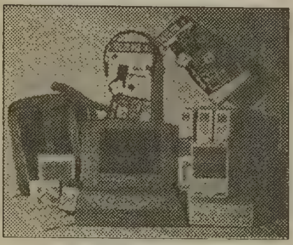

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SCO NFS for SCO UNIX	625

Univel UnixWare 2.0:

UnixWare Personal Edition (CD-ROM)	$345
UnixWare Software Development Kit & Utilities	115
UnixWare Application Server	1295
UnixWare Server Merge for Windows	295
UnixWare C2 Auditing	155
UnixWare On Line Data Manager	1755
* UnixWare Personal Edition + SDK	435

Networking

Netware 3.12 (5/10/50)	BEST PRICE
Netware 4.0 (5/10/50)	BEST PRICE
Personal Netware Starter Kit	$135
NE-2000 Compatible Ethernet Card	35
10 BaseT 8 Port Hub	125
10 BaseT 16 Port Hub	279
SMC 16-bit (Coax/10BaseT)	105
Pocket LAN Card	99
3 Com 3C509 Ethernet III (TP)	105
Intel Ether Express (Combo)	115
Ascend Pipeline 25/50/400	CALL
Ascend Multiband	CALL
AVM ISDN Adapter/Router	CALL
Motorola Ext ISDN Modem w/NTI	299

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- *Real-Estate (Residential, Apartment, Commercial)
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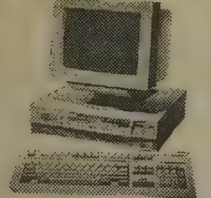

- •256K External Cache
- •540 MB Hard Drive,
- •Teac 1.44 MB Floppy Drive
- •PCI Bus Enhanced IDE Controller
- •ET4000/32P w/1 MB VGA
- •Logitech Mouseman Serial Mouse
- •FCC Class B
- •16 MB RAM
- •Mid Tower Case w/250W UL PS
- •Quad Speed CD-ROM Drive
- •Hi-Speed UART 2 Ser/1 Par Port
- •15" ADI NI SVGA Monitor
- •Keytronics Keyboards

DUAL PENTIUM®/120 MHz (EISA PCI)	$3295
DUAL PENTIUM®/100 MHz (EISA PCI)	2969
DUAL PENTIUM®/90 MHz (EISA PCI)	2730
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DUAL PENTIUM®/90 MHz (ISA PCI)	2610
PENTIUM®/133 MHz (Intel Triton Chipset, PCI)	2610
PENTIUM®/120 MHz (Intel Triton Chipset, PCI)	2445
PENTIUM®/100 MHz (Intel Triton Chipset, PCI)	2250
PENTIUM®/90 MHz (Intel Triton Chipset, PCI)	2130
486DX4/100 MHz (Intel CPU, PCI)	1765
486DX2/66 MHz (Intel CPU, PCI)	1740
Upgrade to SCSI System (Controller, HD, CD-ROM)	85
Other Upgrades (Video Card, Monitor, Hard Drive)	Call

Optional Pre-Installed S/W (with System Purchased Only)

1. MS DOS 6.22	$39
2. MS Windows 3.11	49
3. MS Windows 95	99
4. MS Windows NT Station	250
5. MS Windows NT Server	575
6. MS Office-Professional	375
7. OS/2 Warp	74
8. Linux	15
9. Unix Ware PE	300
10. Solaris 2.4	475
11. SCO OpenServer Desktop	595
12. X-Kit/NFS	150
13. NextStep	575

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1/2 GB SCSI HD	$385/780
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4-8 GB 4mm DAT Drive	975
HP 8-16 GB 4mm DAT Drive	1195
ExaByte 2.5 GB 8mm Tape Dr.	1450
ExaByte 5 GB 8mm Tape Dr.	2130

SCSI Controller:

Adaptec 1542CF (ISA)	$180
Adaptec 2842 (VLB)	220
Adaptec 2940C (PCI)	220
Adaptec 2940W W-SCSI (PCI)	295
Buslogic BT-445C (VLB)	205
Buslogic BT-946C (PCI)	185
Buslogic BT-956C W-SCSI	240
DPT 2022/95 (EISA)	340
DPT 2024/90 (PCI)	280
DPT Caching Module	400
NCR 53C810 (PCI)	60
NCR 53C825 W-SCSI (PCI)	130

Multimedia-FREE Installation

CD-ROMS

NEC 4X (SCSI) w/2 CD's	$229
NEC 6X (SCSI)	399
Mitsumi/Toshiba 4X (IDE)	150
Toshiba 3601-B 4X SCSI	295
Toshiba 530 4X SCSI	215
Sanyo 4X CD-ROM	169
CD-ROM Ext. Kit	70

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Sound Blaster 16	$72
Sound Blaster 16 ASP	135
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Sound Blaster SCSI II/ASP	157
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CD TITLES	CALL

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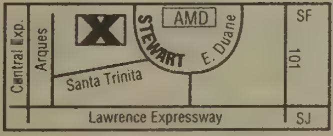

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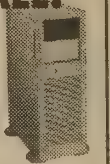

Dual cooling fans, easy access swing open side doors. Slide'n snap drive rails, 5 exposed and 2 hidden drive bays, UL-listed power supply

Full size:
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9" VGA Mono	$109
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15" 1280x1024 .28	$369
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17" 1280x1024 .28	$625
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17" 1703L 1280x1024 .28	$555
17" 1702L 1600x1280 .26	$678
20" 2002L 1600x1200 .28	$1230
21" 2102L 1600x1280 .28	$1550
SONY NI GREEN	
15" 15SF 1280x1024 .25	$469
17" 17SF 1280x1024 .25	$849
20" 20SF 1280x1024 .30	$1825

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SALE

ADAPTEC CTR	
1542CF SCSI-2 ISA w/o Kit	$165
2842A SCSI-2 VLB w/o Kit	$199
2825 IDE/SCSI/IO w/Kit	$155
2940 SCSI-2 PCI w/Kit	$225
2940W SCSI-2 PCI w/KIT	$285
TEKRAM CACHE CTR	
DC-600T ISA/IDE	$99
DC-620B EISA/IDE	$115
DC-680 VLB/IDE w/1MB	$145
DC-320 EISA/SCSI	$99
DC-800 ISA/SCSI	$135
DC-800B ISA/SCSI w/1MB	$165
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14.4K Fax/Modem (Ext/Pocket)	$80/99
28.8K Fax/Modem	$134

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MADE IN U.S.A.

	486G2 VLB	**486 G3N** NEW! **(GREEN) VLB**	**486 G3i** NEW! **VLB/IDE-IO**	**486 VIP** NEW! **PCI/VLB**	**586 VIP P54C PCI/VLB**	**586 TRITON-CY NEW PCI/IDE-10**
Chipset	Contaq (Cypress)	Contaq (Cypress)	Contaq (Cypress)	Contaq (Cypress)	Contaq (Cypress)	Intel Triton
BIOS	AMI	AWARD	AWARD	AWARD (Flash BIOS Optional	AMI (Flash BIOS Optional)	AMI BIOS
Voltage	5V	5V, 3V	5V, 3V	5V, 3V	3V	3V
Energy Saving	NO	YES	YES	YES	YES	YES
Processors (SX/DX/DX2)	All Intel/AMD(5V) Cyrix (M7 Series) **486 33/50/66** MHz	All Intel/AMD Cyrix (M7 Series) **486 50/66/80/100/120** MHz	All Intel/AMD Cyrix (M7 Series) **486 50/66 80/100/120** MHz	All Intel/AMD Cyrix (M7 Series) **486 50/66/80/100/120** MHz	**INTEL Pentium 75/90MHz 100/120MHz 132MHz**	**INTEL Pentium 75/90/100/120 132/150MHz**
Max. Memory	128MB (30 pins)	128MB **(72 pins)**	128MB **(72 pins)**	128MB **(72 pins)**	128MB **(72 pins)**	128MB **(72 pins)**
Max. Cache	256K	1MB	1MB	1MB	512K	1MB
Expansion Slots	2 VESA BUS 6-16 bits ISA BUS	3 VESA BUS 5-16 bits ISA BUS	2 VESA BUS 6-16 bits ISA BUS *EIDE & Two 16550 I/O	3 PCI BUS 1 PCI/ISA BUS 4-16 bits ISA BUS 2 VESA BUS	3 PCI BUS 1 PCI/ISA BUS 4-16 bits ISA BUS 2 VESA BUS	3 PCI BUS 3-16 bits ISA BUS 1 PCI/ISA Shared *EIDE & Two 16550 I/O
CPU Socket	Ziff (overdrive)	Ziff (overdrive)	Ziff Socket 5	Ziff (overdrive)	Ziff Socket 5	Ziff Socket 7
Bus Master	2 Slots	3 Slots	2 Slots	6 Slots	4 Slots	4 Slots
Dimension	8.7"x11"	8.7"x11"	8.7"x11"	8.7"x11"	8.7"x13"	8.7"x11"
Sale Price w/256K Cache	$~~128~~ $119	$~~138~~ $125	$~~189~~ $134	$~~158~~ $139	$~~258~~ $185	$~~235~~ $238/278

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Removable 3.5" IDE HDD Frame
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850MB IDE	$Call
1.2GB IDE	$Call
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- 14" SVGA .28 NI Monitor
- Mini Tower Case w/250W PS
- Enhanced 101 Key Keyboard
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- FREE Mouse Pad
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486SX33/128K VLB	$758
486DX33/128K VLB	$768
486DX2-66/128K VLB	$788
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486DX4-100/256K PCI/VLB	$879/859
586 Pentium 75/256 PCI/VLB	$915
586 Pentium 90/256 PCI/VLB	$1015
*586 Pentium 100/256 PCI/VLB	$1099
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540MB IDE Hard Drive	Add $20
850MB IDE Hard Drive	Add $80
1GB IDE Hard Drive	Add $190
15" SVGA NI Monitor .28	Add $110
256K Cache Memory	Add $24
PCI/VLB Board	Add $30
Memory Upgrade	Call
Multimedia Kit	Call

CPU'S

INTEL	
Pentium 75/90/100	$189/279/375
Pentium 120/133	$549/685
486DX4-100MHz	$148
486DX2-66MHz	$102
486SX-33MHz/DX-25/33/50	$64/74/80/112
AMD	
486DX4-100/120 (3V)	$94/115
486DX2-66/DX2-80 (3V)	$49/59
486DX-40 (5V)	$38
CYRIX	
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32Kx8 20/15NS	$5/6
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(30 pins)	
1Mx3 70/60NS	$33/35
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1M 256Kx32 70ns	$38
4M 1x32 70/60ns	$122/125
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Lynx 486 Board (Made in USA)
486DX2-80MHz CPU & Fan
4MB RAM
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SALE: $535

Upgrades	
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Multimedia Kit	$Call

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486DX4-100MHz
4MB RAM (expandable to 32MB)
One Dectachable 3.5" 1.44MB FDD
Built-in 32 Bit VLB SVGA Display
Built-in 1MB Video Memory
Built-in 25mm trackball
Built-in PCMCIA Slot
Built-in Sound System
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MONO	$1345	$1480	$1625
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Active Color	$2115	$2250	$2395

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ATI	
Graphics Wonder IMB PCI/VLB	$105/105
Ultra Pro 2MB-D Mach-64 PCI/VLB	$182/182
Ultra Pro 2MB-V Mach-64 PCI/VLB	$264/264
Pro Turbo 2MB Mach-64 PCI/VLB	$325/327
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Stealth 64 2MB DRAM PCI/VLB	$167/169
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Stealth 64 4MB VRAM PCI	$398
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Fahrenheit 64 IMB/2MB	$119/175
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Kelvin 64 Win. Accel. 2MB PCI/VLB	$175/177
MATROX	
MGA-VLB 2MB VRAM Power Graphic	$389

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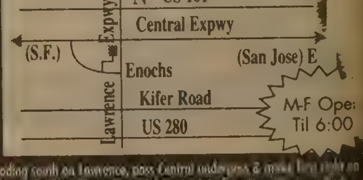

Heading south on Lawrence, pass Central underpass & make first right on Enochs St. First driveway on right enter into Franciscan Business Park.

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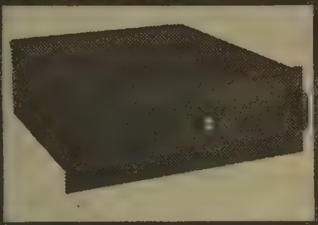

OPTIONS:

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- Custom Modification
- Hot Swappable Redundant Power Supplies

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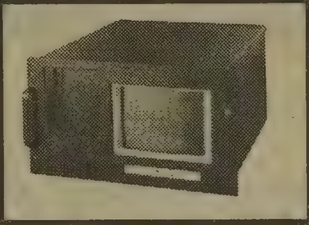

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- Integral Monitor
- 10" .28 dot pitch SVGA Color
- 9" Mono-TTL or VGA
- 8 or 14 Slot Passive Backplane
- 8 Slot Motherboard Mounting
- U.S.A. Manufactured

MADE IN U.S.A.

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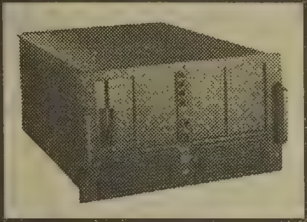

- 8, 14 & 20 Slot Options
- Dual Power Supplies
- Power Supply Redundancy Option
- 8 Drive Bays
- 8 Fans
- Motherboard or Passive Backplane
- 200-1000 Watt Power Supply
- USA Manufactured

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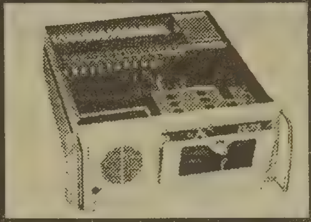

- Supports 2x5.25" & 3x3.5" 1/2 Ht. HDD's
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- 250W Power Supply
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- Cooling Fan

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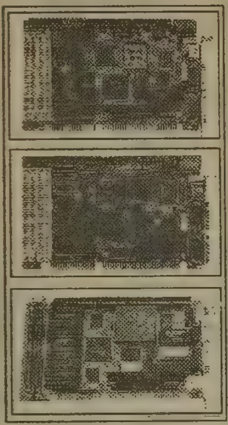

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1/2 Size All-In-One SBC
CPU
Cx486SLC-33 MHz or 80386SX-40 MHz
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•Supports EPROM/FLASH disk, Up to 1.44 MB

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Cache
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Memory
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•8 Layers With Double Sided SMT PCB

PC/AT 486DX
1/2 Size All-In-One SBC
CPU
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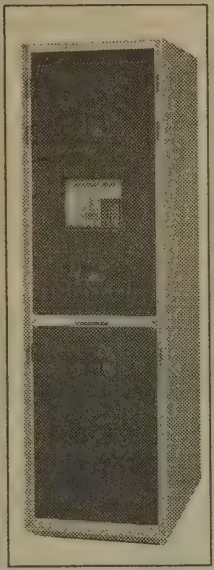
Cache
Up to 256KB
Memory
1-64MB DRAM

CENTRALIZED LAN SYSTEM



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- FILE SERVER
- MULTI-COMMUNICATION SYSTEM
- MULTI-FUNCTIONAL SYSTEM
- 24 DIFFERENT SYSTEMS CAPABILITY RUNNING AT SAME TIME
- CAPABLE OF CUSTOMIZED SPECIFICATIONS

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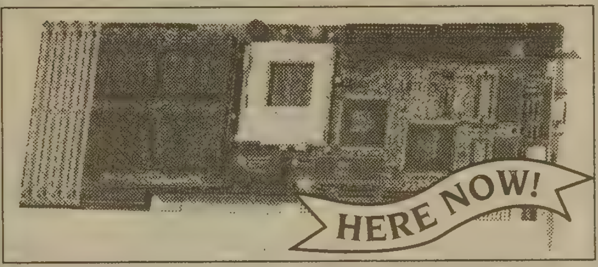

- Supports Intel's Pentium® Series 75/90/100/120/133 MHz CPU
- Configurable w/256KB to 2MB of Write Back Memory
- Four 72-pin SIMM 1 MB to 128MB Memory
- AMI Flash BIOS
- Shadow RAM capability
- 2 High Speed Serial Ports
- BIOS Provides LBA (Logical Back Addressing) to support Hi-Capacity Hard Drives
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6 AT & 2 XT
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12 SLOT.. $90
14 SLOT.. $94
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PASSIVE
BACKPLANE
BOARD
AVAILABLE

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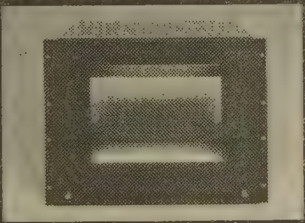
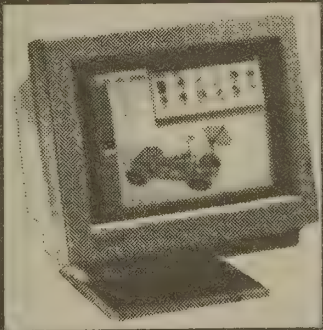
- 14 SLOT SEGMENTED 6,4,4
- 18 SLOT SEGMENTED 5,4,4,5
- 20 SLOT SEGMENTED 5,5,5,5

19" RACKMOUNT MONITOR KIT

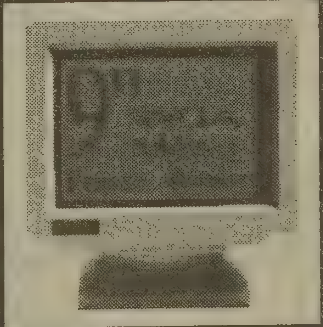


19" RACKMOUNT KEYBOARD



14" SVGA COLOR MONITOR

- CRT 14" DIAGONAL NON-GLARE FLAT
- DOT: .28mm
- RES: 1024 X 768 NON-INTERLACE, 800 X 600, 720 X 400, 640 X 480, 640 X 350
- POWER SUPPLY: 120-240V AUTO SELECTION



9" SVGA MONITOR MONO PAPER WHITE

- CRT: 9" x 90 DEFLECTION NON-GLARE PAPER WHITE
- RES: 1024x768, 720x400, 640x480
- POWER SUPPLY: 100-240V

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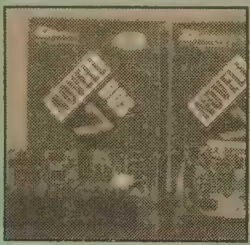

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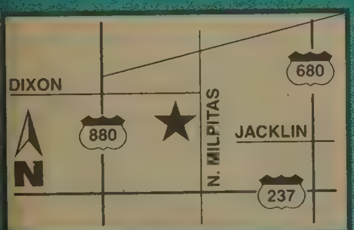

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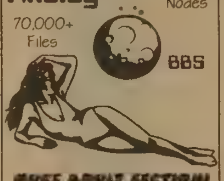

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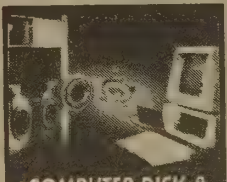
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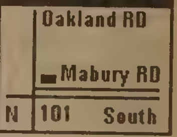

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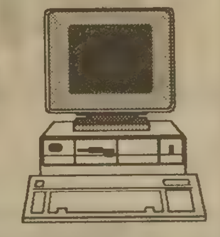

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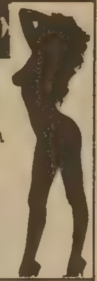

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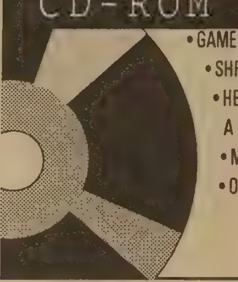

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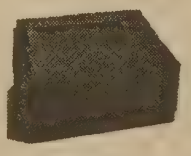

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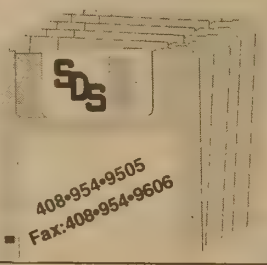

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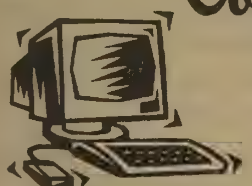

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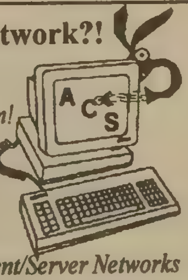

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VIDEONET... *continued from page 300*

Free $tuff From the Internet by Patrick Vincent and *Free $tuff From America Online* by Luanne O'Loughlin (both $19.99 from Coriolis Group Books) lay it on the online for helping you find the stuff you might actually want.

Both titles share the same clear layout. No matter where you open these books, each page provides all the information you need for assessing it and (so important!) finding it. It takes time to evaluate when you are online and the meter is ticking.

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You've also heard about virtual reality hovering over the Internet in the form of experimental VRML (Virtual Reality Modeling Language) sites. In time, navigable 3-D environments will indeed be part of your online travel choices.

Meanwhile, pick up a copy of *Internet Virtual Worlds Quick Tour* by Sean Carton ($14, Ventana Press) if you want to get a head start to where this all might be going. Most of it is not for the "newbie," and powerful PCs and even a UNIX passport might be needed to get you all the way through this magical mystery tour. Carton covers the virtual communities of MUDs (Multi-User Dungeon/Domain), MUCKs (social worlds where users can build their own objects), MUSHes (Multi-User Shared Hallucination), and MOOs (MUD, Object Oriented). You may be within your own LIS (Lost In Space) right now, but other worlds beckon! ■

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MULTIMEDIA UPGRADE KIT INCLUDES

Double Speed CD-ROM	$109
Sound Blaster Card & Speakers	
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DISCOUNT UPGRADE CENTER

MOTHERBOARD w/ CPU

486DX-2 OPTI 256K VESA AMI OR PHOENIX BIOS W/ 66MHZ CPU	$130
486DX-4 ALI 256K PCI LOCAL BUS AMI BIOS W/ 66MHZ/150MHZ	$135/180
PENTIUM 60 OPTI 256K PCI W/ INTEL CPU	$210
PENTIUM 75/90/100 256K PCI W/ INTEL CPU	$340/445/550

NEW BAREBONE SYSTEM

$235 $285

INCLUDES:

- CPU-66/100 MHz
- Mini-Tower Case
- 486DX4 PCI 128K Motherboard
- Enhanced PCI SVGA 1MB
- Enhanced PCI/IDE Controller
- Fast I/O 16550

VGA MONITORS

14" SVGA Mono Vesa Monitor	$115
14" SVGA .28 Color Monitor	$185
14" SVGA .28 NI Color Monitor	$199
15" SVGA .28 NI Color Monitor	$295
17" SVGA .28 NI Color Monitor	$625

SIMM Modules

1X32-70	$120(OEM)/$130
2X32-70	$240(OEM)/$260
4X32-70	$425(4K)/$455(2K)/$475
4X36-70	$520(OEM)/$550

Sound Systems

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San Jose, CA 95131

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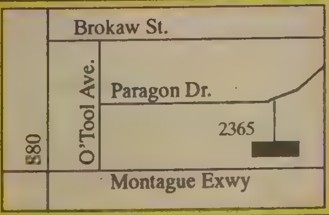
Fax: (408) 436-1520



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HI-TECH SUPER POWER
Multimedia Systems
(8MB/1.2GB/4X CD/15")

P5-90 ONLY $1,878

- Motherboard with CPU
- **8MB RAM (Please call for upgrade)**
- **1.2GB Fast IDE Hard Drive**
- PCI IDE with I/O
- Diamond Stealth 64 2MB PCI
- **Quad-Speed CD-ROM**
- 16-Bit Sound Card & 80W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- **15" SVGA .28 Color Monitor***
- Mid Tower Case with Power Supply
- Keytronics Keyboard
- Microsoft Compatible Mouse with Pad
- Microsoft Windows 95 or Microsoft DOS 6.x and Windows 3.x
- **Free CD Deluxe Pack**

P5-75/256K PCI (Intel Endeavor)*	$1,878
P5-90/256K PCI (Intel Endeavor)*	$1,968
P5-100/256K PCI (Intel Endeavor)*	$2,058
P5-120/256K PCI (Intel Endeavor)*	$2,238
P5-133/256K PCI (Intel Endeavor)*	$2,398
P5-75/256K PCI (Asus M/B)*	$1,788
P5-90/256K PCI (Asus M/B)*	$1,878
P5-100/256K PCI (Asus M/B)*	$1,968
P5-120/256K PCI (Asus M/B)*	$2,148
P5-133/256K PCI (Asus M/B)*	$2,298

*** Please call for Pipelined Cache Upgrade**

UPGRADES

17" Non-Interlaced Monitor	Add 270
28.8 Internal Fax Modem	Add 104
Colorado Tape Back-up DJ-35	Add 118
Microsoft Office Pro 4.3 (OEM)	Add 228

HI-TECH PROFESSIONAL
Multimedia Systems
(8MB/1.2GB/4X CD/15")

P5-90 ONLY $1,788

- Motherboard with CPU
- **8MB RAM (Please call for upgrade)**
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- VLB or PCI IDE with I/O
- Diamond Stealth 64 1MB VLB or PCI
- **Quad-Speed CD-ROM**
- 16-Bit Sound Card & 80W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- **15" SVGA .28 Color Monitor***
- Mid Tower Case with Power Supply
- Keytronics Keyboard
- Microsoft Compatible Mouse with Pad
- Microsoft Windows 95 or Microsoft DOS 6.x and Windows 3.x
- **Free CD Deluxe Pack**

486DX2-66/256K VLB	$1,468
486DX2-80/256K VLB	$1,478
486DX4-100/256K VLB	$1,528
P5-60/256K VLB-PCI	$1,618
P5-75/256K VLB-PCI	$1,698
P5-90/256K VLB-PCI	$1,788
P5-100/256K VLB-PCI	$1,878
P5-120/256K PCI	$2,078
P5-133/256K PCI	$2,228
P5-75/256K PCI (Intel Zappa)	$1,758
P5-90/256K PCI (Intel Zappa)	$1,848
P5-100/256K PCI (Intel Zappa)	$1,938
P5-120/256K PCI (Intel Zappa)	$2,128
P5-133/256K PCI (Intel Zappa)	$2,288

UPGRADES

17" Non-Interlaced Monitor	Add 270
28.8 Internal Fax Modem	Add 108

HI-TECH FAMILY
Multimedia Systems
(8MB/850MB/4X CD/14")

486DX4-100 ONLY $1,238

- Motherboard with CPU
- **8MB RAM (Please call for upgrade)**
- **850MB Fast IDE Hard Drive**
- VLB or PCI IDE with I/O
- VLB or PCI SVGA Card w/1MB
- **Quad-Speed CD-ROM**
- 16-Bit Sound Card & Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- **14" SVGA .28 NI Color Monitor***
- Enhanced Case with Power Supply
- Keytronics Keyboard
- Microsoft Compatible Mouse with Pad
- Free DOS 6.x and Microsoft Windows
- **Free CD Deluxe Pack**

486DX2-66/256K VLB	$1,178
486DX2-80/256K VLB	$1,188
486DX4-100/256K VLB	$1,238
P5-60/256K VLB-PCI	$1,338
P5-75/256K VLB-PCI	$1,418
P5-90/256K VLB-PCI	$1,508
P5-100/256K VLB-PCI	$1,598
P5-120/256K PCI	$1,788
P5-133/256K PCI	$1,948

UPGRADES

Microsoft Windows 95 Full Copy	Add 70
1.2GB Hard Drive	Add 60
15" Non-Interlaced Monitor	Add 80
14,400 Internal Fax Modem	Add 38
Colorado Tape Back-up DJ-35	Add 120
Microsoft Office Pro 4.3 (OEM)	Add 228

HI-TECH DELUXE
Multimedia Systems
(8MB/540MB/2X CD/14")

486DX2-66 ONLY $1,078

- Motherboard with CPU
- **8MB RAM (Please call for upgrade)**
- **540MB Fast IDE Hard Drive**
- VLB or PCI IDE with I/O
- VLB or PCI SVGA Card w/1MB
- **Double-Speed CD-ROM**
- 16-Bit Sound Card & Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- **14" SVGA .28 NI Color Monitor***
- Enhanced Case with Power Supply
- Keytronics Keyboard
- Microsoft Compatible Mouse with Pad
- Free DOS 6.x and Microsoft Windows
- **Free CD Deluxe Pack**

486DX2-66/256K VLB	$1,078
486DX2-80/256K VLB	$1,088
486DX4-100/256K VLB	$1,138
P5-60/256K VLB-PCI	$1,228
P5-75/256K VLB-PCI	$1,308
P5-90/256K VLB-PCI	$1,398
P5-100/256K VLB-PCI	$1,488
P5-120/256K PCI	$1,688
P5-133/256K PCI	$1,848

UPGRADES

Microsoft Windows 95 Full Copy	Add 70
850MB Hard Drive	Add 30
1.2GB Hard Drive	Add 80
15" Non-Interlaced Monitor	Add 80
17" Non-Interlaced Monitor	Add 340
14,400 Internal Fax Modem	Add 38
Colorado Tape Back-up DJ-35	Add 120
Microsoft Office Pro 4.3 (OEM)	Add 228

* Monitor viewable size may be smaller than advertised size.

Why do customers keep buying from HI-TECH USA? Simply because we deliver the best value.

HI-TECH USA SUPER SALE	MOTHER-BOARD	MOTHER-BOARD WITH CPU	* BASIC SYSTEM	* BASIC SYSTEM W/4MB RAM	* BASIC SYSTEM W/8MB RAM	* BASIC SYSTEM W/16MB RAM	*BASIC SYS W/4MB RAM +540MB HDD + SVGA CARD & FREE DOS 6.x { 850MB HDD ADD $30 }	*BASIC SYS W/8MB RAM +850MB HDD + SVGA CARD & FREE DOS 6.x { 1.2GB HDD ADD $60 }	*BASIC SYS W/4MB RAM +540MB HDD + 1MB SVGA CARD + 14" SVGA .28 NI MONITOR & FREE DOS 6.x { 850MB HDD ADD $30 }	*BASIC SYS W/8MB RAM +850MB HDD + 1MB SVGA CARD + 14" SVGA .28 NI MONITOR & FREE DOS 6.x { 1.2GB HDD ADD $60 }	*BASIC SYS W/16MB RAM +850MB HDD + 1MB SVGA CARD + 15" SVGA .28 NI MONITOR & FREE DOS 6.x { 1.2GB HDD ADD $60 }
P5-133/256C PCI (INTEL ENDEAVOR M/B)**	$298	$998	N/A	$1,268	$1,418	$1,668	$1,468	$1,648	$1,698	$1,868	$2,198
P5-120/256C PCI (INTEL ENDEAVOR M/B)**	298	848	N/A	1,118	1,268	1,518	1,318	1,498	1,548	1,718	2,048
P5-100/256C PCI (INTEL ENDEAVOR M/B)**	298	668	N/A	938	1,088	1,338	1,138	1,318	1,368	1,538	1,868
P5-90/256C PCI (INTEL ENDEAVOR M/B)**	298	578	N/A	848	998	1,248	1,048	1,228	1,278	1,448	1,778
P5-75/256C PCI (INTEL ENDEAVOR M/B)**	298	478	N/A	748	898	1,148	948	1,128	1,178	1,348	1,678
P5-133/256C PCI (INTEL ZAPPA TRITON M/B)	208	904	N/A	1,178	1,328	1,578	1,378	1,558	1,608	1,778	2,108
P5-120/256C PCI (INTEL ZAPPA TRITON M/B)	208	754	N/A	1,028	1,178	1,428	1,228	1,408	1,458	1,628	1,958
P5-100/256C PCI (INTEL ZAPPA TRITON M/B)	208	574	N/A	848	998	1,248	1,048	1,228	1,278	1,448	1,778
P5-90/256C PCI (INTEL ZAPPA TRITON M/B)	208	474	N/A	748	898	1,148	948	1,128	1,178	1,348	1,678
P5-75/256C PCI (INTEL ZAPPA TRITON M/B)	208	384	N/A	658	808	1,058	858	1,038	1,088	1,258	1,588
P5-133/256C PCI (ASUS TRITON M/B)**	208	904	N/A	1,178	1,328	1,578	1,378	1,558	1,608	1,778	2,108
P5-120/256C PCI (ASUS TRITON M/B)**	208	754	N/A	1,028	1,178	1,428	1,228	1,408	1,458	1,628	1,958
P5-100/256C PCI (ASUS TRITON M/B)**	208	574	N/A	848	998	1,248	1,048	1,228	1,278	1,448	1,778
P5-90/256C PCI (ASUS TRITON M/B)**	208	474	N/A	748	898	1,148	948	1,128	1,178	1,348	1,678
P5-75/256C PCI (ASUS TRITON M/B)**	208	384	N/A	658	808	1,058	858	1,038	1,088	1,258	1,588
P5-133/256C PCI	178	868	N/A	1,138	1,288	1,538	1,338	1,518	1,568	1,738	2,068
P5-120/256C PCI	178	718	N/A	988	1,138	1,388	1,188	1,368	1,418	1,588	1,918
P5-100/256C PCI	148	518	N/A	788	938	1,188	988	1,168	1,218	1,388	1,718
P5-90/256C PCI	148	428	N/A	698	848	1,098	898	1,078	1,128	1,298	1,628
P5-75/256C PCI	148	328	N/A	598	748	998	798	978	1,028	1,198	1,528
P5-60/256C PCI	108	248	N/A	518	668	918	718	898	948	1,118	1,448
486DX4-100/256C VLB-PCI (ASUS M/B)	148	228	N/A	498	648	898	698	878	928	1,098	1,428
486DX2-80/256C VLB-PCI (ASUS M/B)	148	198	N/A	478	628	878	678	858	908	1,078	1,408
486DX2-66/256C VLB-PCI (ASUS M/B)	148	194	N/A	468	618	868	668	848	898	1,068	1,398
486DX4-100C VLB	58	138	298	398	538	788	588	768	818	988	1,318
486DX2-80C VLB	56	94	254	358	498	748	548	728	778	948	1,278
486DX2-66C VLB	56	88	248	348	488	738	538	718	768	938	1,268
486DLC-40 ISA	N/A	58	218	318	458	708	508	688	738	908	1,238

*BASIC SYSTEM: MOTHERBOARD & CPU, 1MB RAM, IDE WITH I/O, 1.44MB FDD, CASE WITH POWER SUPPLY, AND 101-KEY KEYBOARD.
*Please Call for Pipelined Burst Cache and EDO Memory Upgrade

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- PCI, VLB or ISA SVGA Card w/1MB
- **14" SVGA .28 Non-interlaced Monitor***
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- Microsoft Compatible Mouse w/Pad
- Free DOS 6.x

486DLC-40/128K ISA	$758
486DX2-66/128K VLB	788
486DX2-80/128K VLB	798
486DX4-100/128K VLB	858
P5-60/256K VLB-PCI	958
P5-75/256K VLB-PCI	1,048
P5-90/256K VLB-PCI	1,138
P5-100/256K VLB-PCI	1,228
P5-120/256K PCI	1,428
P5-133/256K PCI	1,578

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15" Non-Interlaced Monitor	Add 80

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- 256KB External Cache
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- TEAC 1.44MB 3.5" Floppy Drive
- VLB or PCI IDE Controller with I/O
- VLB or PCI SVGA Card w/1MB
- **14" SVGA .28 Non-interlaced Monitor***
- Keytronics Keyboard
- Enhanced Case w/Power Supply
- Microsoft Compatible Mouse w/Pad
- Free DOS 6.x

486DX2-66/256K VLB	978
486DX2-80/256K VLB	988
486DX4-100/256K VLB	1,038
P5-60/256K VLB-PCI	1,118
P5-75/256K VLB-PCI	1,208
P5-90/256K VLB-PCI	1,298
P5-100/256K VLB-PCI	1,388
P5-120/256K PCI	1,588
P5-133/256K PCI	1,738

UPGRADES

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Microsoft Windows 3.x	Add $48
1.2GB Hard Drive	Add 60
15" Non-Interlaced Monitor	Add 80
28.8 Internal Fax Modem	Add 104

HI-TECH WINNER SYSTEMS

- Intel Pentium™ Processor with Fan
- 256KB External Cache
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- TEAC 1.44MB 3.5" Floppy Drive
- VLB or PCI IDE Controller with I/O
- Diamond Stealth 64 VLB or PCI with 1MB
- **15" SVGA .28 Color Monitor***
- Keytronics Keyboard
- Medium Tower Case w/Power Supply
- DOS 6.x and Microsoft Compatible Mouse w/Pad

P5-60/256K VLB-PCI	$1,308
P5-75/256K VLB-PCI	1,398
P5-90/256K VLB-PCI	1,488
P5-100/256K VLB-PCI	1,578
P5-120/256K PCI	1,778
P5-133/256K PCI	1,928
P5-75/256K PCI (Intel Zappa)	1,458
P5-90/256K PCI (Intel Zappa)	1,548
P5-100/256K PCI (Intel Zappa)	1,638
P5-120/256K PCI (Intel Zappa)	1,828
P5-133/256K PCI (Intel Zappa)	1,978

UPGRADES

Microsoft Windows 95 Full Copy	Add $100
Microsoft Windows 3.x	Add $48
17" Non-Interlaced Monitor	Add 260
28.8 Internal Fax Modem	Add 104

HI-TECH SUPER P5 SYSTEMS

- Intel Pentium™ Processor with Fan
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- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Diamond Stealth 64 PCI with 2MB
- **15" SVGA .28 Color Monitor***
- Keytronics Keyboard
- Medium Tower Case w/Power Supply
- DOS 6.x and Microsoft Compatible Mouse w/Pad

P5-75/256K PCI (Intel Endeavor)*	$1,588
P5-90/256K PCI (Intel Endeavor)*	1,678
P5-100/256K PCI (Intel Endeavor)*	1,768
P5-120/256K PCI (Intel Endeavor)*	1,948
P5-133/256K PCI (Intel Endeavor)*	2,098
P5-75/256K PCI (Asus M/B)*	1,498
P5-90/256K PCI (Asus M/B)*	1,588
P5-100/256K PCI (Asus M/B)*	1,678
P5-120/256K PCI (Asus M/B)*	1,858
P5-133/256K PCI (Asus M/B)*	2,008

*Please call for Pipelined cache upgrade

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Microsoft Windows 3.x	Add $48
17" Non-Interlaced Monitor	Add 260
28.8 Internal Fax Modem	Add 104

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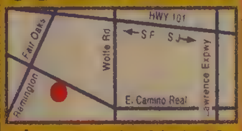

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1. One year parts and labor warranty on systems.
2. Knowledgeable technical support engineers in service.
3. Prices and availability subject to change w/o notice.
4. Shipping, insurance and COD charges are extra and non-refundable. Prices reflect cash discounts.
5. Return shipping must be insured, prepaid and bearing an RMA# on the shipping label.
6. Defective items replaced or repaired at our discretion.
7. No responsible for typos.
8. All returns subject to 15% restocking fee and cover only Hi-Tech USA brand computers, excludes peripherals and software. No refunds after 30 days.
9. Superior reputation for service, quality and value.
10. Purchase orders are welcomed and subject to approval.

* Monitor viewable size may be smaller than advertised size

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200W / 230W Power Supply	$25 / 29
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Back 900VA / 1200VA	334 / 360
Smart 400VA / SU700	276/ 336
Smart SU1000 / SU1400	454 / 564
Optiquest UPS 280E / 420E	108 / 158

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I/O (2S / 1P / 1G)	**$9**
IDE 2FD/2HD with 2S/1P/1G	**10**
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VLB IDE I/O (2S/1P) w/16550 UART Chip	**19**

adaptec

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2842 VLB (SCSI)	162
2940 PCI / 2940W (SCSI)	190 / 214

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DTC 2280+ ISA IDE w/16550 UART Chip	$18
DTC 2278E VLB IDE W/16550 UART Chip	26
DTC 2278D VLB IDE I/O Dual Ports	19

PROMISE TECHNOLOGY, INC.

Promise DC-200 IDE Cache Controller	**$84**
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Promise DC-4030 VLB IDE Cache Controller	**88**
Promise DC-4030+	**116**
Promise DC-5030 PCI IDE 0-16MB Cache	**118**

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2.0GB SCSI	**624**

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SONY or NEC 1.2 / 1.44 Floppy Drive	**$37 / 24**
Teac 1.2 /1.44 Floppy Drive	38 / 27
TEAC Dual Floppy Drive	**77**
3.5" DS/HD High Density Diskettes 10 Pack	**4**

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101 Enhanced Keyboard	$13
FOCUS	
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FK8000 w/Calculator	34
FK9000 Programmable w/Calculator	40
Keytronics 101-Key Enhanced	**17**
Keytronics 104-Key for Windows 95	**29**
Mitsumi 101-Key Enhanced	**13**
Maxiswitch 101-Key Enhanced	**19**
Maxiswitch Pro II 124 Key Programmable	43
Microsoft Natural Key	**74**
NORTHGATE	
OMNI 101 NI / 102 / Ultra	**$59 / 60 / 77**

MATH COPROCESSORS

387DX-40 Tube / Box	**$20 / 30**
387DX-33 Tube / Box	**10 / 30**
387SX-40 Tube / Box	20 / 30
387SX-33 Tube / Box	**20 / 30**

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256KB / 1MB / 4MB (30 Pin)	**15 / 34 / 122**
4MB (1x32)/8MB (2x32)/16MB (4x32)	**128/256/476**

MODEMS & FAXES

Fax Modem (9600 Fax/2400 Modem)	**$15**
Fax Modem 14,400 Internal	**38**
Fax Modem 14,400 w/Voice Internal	**48**
Fax Modem 14,400 External	57
Fax Modem 28.8 Int.	88
Fax Modem 28.8 with V.34 Int.	**104**
Fax Modem 28.8 with V.34 Ext	124
PCMCIA Fax Modem 14,400 w/Voice	90
PCMCIA Fax Modem 28,800 w/V.34	188
Fax Modem 14,400 External for Macintosh	**70**
Fax Modem 28.8 External for Macintosh	**138**
HAYES	
Accura 14.400 Int/Ext	**$84 / 99**
Accura 28.8 w/V.34 Int/Ext	**172 / 202**
Optima 28.8 w/V.34 Int/Ext	**358 / 408**
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14.400 Fax Modem Int/Ext	**76 / 90**
28.8 w/V.34 Fax Modem Int/Ext	**168 / 184**
US ROBOTICS	
Sportster Si 14,400 Fax Modem Int/Ext	**$49/84**
Sportster 28.8 Fax Modem External	158
Sportster 28.8 Fax Modem w/V.34 Int	**182**
Sportster 28.8 Fax Modem w/V.34 Ext	198

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3-Button Mouse Microsoft Compatible	**$6**

LOGITECH

First Mouse (OEM / Retail)	$12 / 25
Mouseman Serial (OEM / Retail)	**22 / 44**
Mouseman Bus (Retail)	**58**
Trackman (OEM / Retail)	44 / 72

Microsoft

Microsoft Mouse Serial (w/System)	**$22**

MONITORS *

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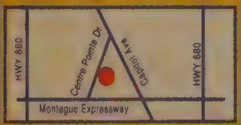

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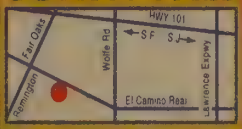

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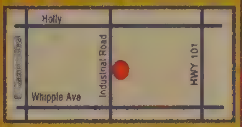

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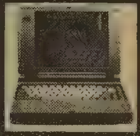

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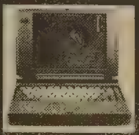

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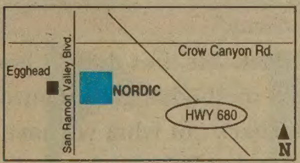

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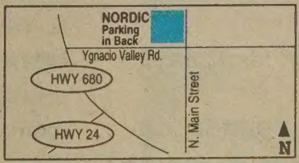

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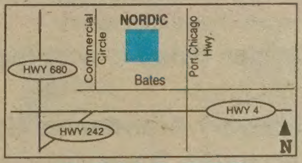

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The Internet Is Important Today

And/Or/But

It Used To Be Corkboard That Was The Hot Topic

It was some conference up in Aspen. They were showing it on C-SPAN. Something about the future of telecommunications and the Internet. Newt Gingrich and the Progress and Freedom Foundation was behind it, and it invited a slew of movers, shakers, and nonsense makers all trying to impress who knows who with convoluted explanations for the online phenomenon.

Mixed metaphors were flying. Just as Nathan Myhrvold of Microsoft said, "Lack of stability through uniformity is a double-edged sword" my screen flashed. Suddenly my cable was screwed up and I ended up watching a technology retrospective.

I could not determine the date, but the arguments were surprisingly similar to those I heard at the Aspen gathering. Instead of talking about the Internet, the discussion was about corkboard and push-pin messaging. Apparently this was done during a time when supermarkets were first putting corkboard up so people could post 3 x 5 note cards with various messages. It was fascinating. Here are some excerpts.

Michael Viohard (Progress 'R Us Alliance): We're here to understand the corkboard phenomenon and its implications to the future of mankind. There's been an explosion of use, especially in grocery stores where people are posting all sorts of unregulated 3 x 5 cards with a myriad of announcements.

Mark Stallion (Nouvelle Media): It's economics and the dynamic mood of what I like to call friction-free capitalism as opposed to old-style bourgeois conceptual Deja Malaise free trade. There has been nothing approaching the industrial free will as it approaches anomie regarding such a trend.

Esther Dylan (Soviet Expert): Mark, it's not that simple!

Stewart Brandname (Punt Foundation): You betcha. This is a deep problem. We have an ecology of economics brewing within this movement. It will and can radicalize the entire structure of society. There is more to it than a simple corkboard and notes posted.

Michael Viohard: Am I hearing what I'm hearing? These corkboards, many believe, are a threat to democracy. Others see them as a liberating force. The radical notion that someone can post a note on a corkboard has broad-reaching implications, not just for our country, but for the world at large, I think.

John Berry Partlow (Founder, Woodchips Industries): The real threat is that industries will collapse due to a coalescence of entity, or at least as major-minority vested interest consensus will perceive it. It's a function of economic singularity versus economic granularity and the resultant chaos. I fully agree with Stewart and believe an ecology will result that will have broader reaching implications. This is a genuine revolution and we have to consider the manifest of virtuosity regarding the ecology of economy. As Jason Hardman said, "Be the whatever and there you be." As profound a thought as ever spoken.

Michael Viohard: And applicable here, I believe.

Mark Porridge (CEO Myway, Inc.): I believe so. But we're overlooking the airplane seat not taken model of generic extraction. This tells us that whatever happens, happens. Something we usually don't want to admit in these conferences. The key here is that people are not charged money to post notes on the corkboard. Consumers will perceive the ability to say, "I want!"

Mark Stallion: But they will be charged money for postings, eventually, we think.

Mark Porridge: We don't know that. As it now stands we're looking at a dual-action trading phenomenon whereby person A posts a note and person B responds. This concept has no single end-point in the sense that one is never sure where it will stabilize. It could collapse in what Kelly Morton calls a "free fall relationship accelerated decay."

Mark Stallion: Yes, but doesn't his theorem presuppose a methodological controlled fragmentation? That's not what we have here. We have what Reggie McGarland calls "non-chaos over time plus non-constant over time." Clearly that's what's happening.

John Tachometer (Burnt Offering Corporation, Chief Scientist): Let me jump in here. We're talking about corkboards and unregulated messaging. No newspapers are involved and all McGarland's work relates to newspapers. People are posting what they want when they want. I believe that means we have to establish a new focal dynamic unlike anything seen in human history. I'm not sure anyone has a handle on this. It's too new. It's too radical.

Esther Dylan: Yes, but there are other models we can employ. I believe the agricultural model is best suited for this phenomenon. If we extend Monroe's concept of the "constant agri-cology in stasis" I think we can get a better grip on the phenomenon.

Nathan Hotdog (Pushpin, Inc.): Well, I think I'd better chime in here since that particular concept in regards to pushpins falls short of reality. In fact, we are but one of many companies making pushpins that, along with thumbtacks, must be used to implement the value added which is part and parcel of the stitch in nine-saves time reverse maxim.

John Berry Partlow: This gets us back to the coalescence of entity and its importance. We must understand the architecture of interaction to understand the directivity of this phenomenon.

Stewart Brandname: It's the ecology of interaction that we must surmise.

Michael Viohard: Don't Green and Hawkman address this when they explain the ecology of radicalized agricultural economic models in communications with their famous comment "only a bug knows what a bug is worth?" If we take that clever observation and view interactive dynamism in regard to the corkboard phenomenon, don't we get a common stable uncommon denominator just as Heggard predicted?

The whole group was nodding in agreement when I realized I was missing the Niner game. Just as I got up to change the station the programming returned to the original C-SPAN broadcast.

I sure hope these fellows figure out what's what. But from listening to those guys gabbing about corkboard years ago, I doubt they ever will. ■

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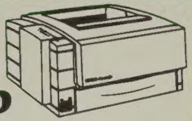

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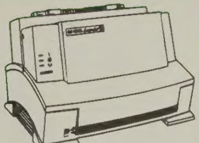

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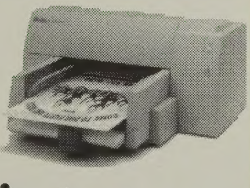

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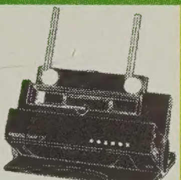

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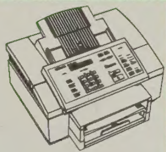

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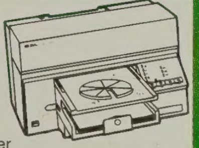

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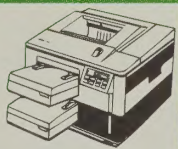

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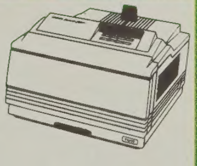

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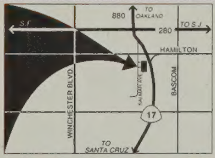

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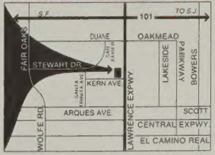

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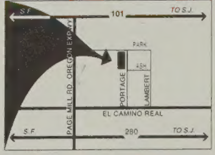

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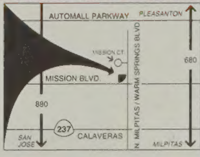

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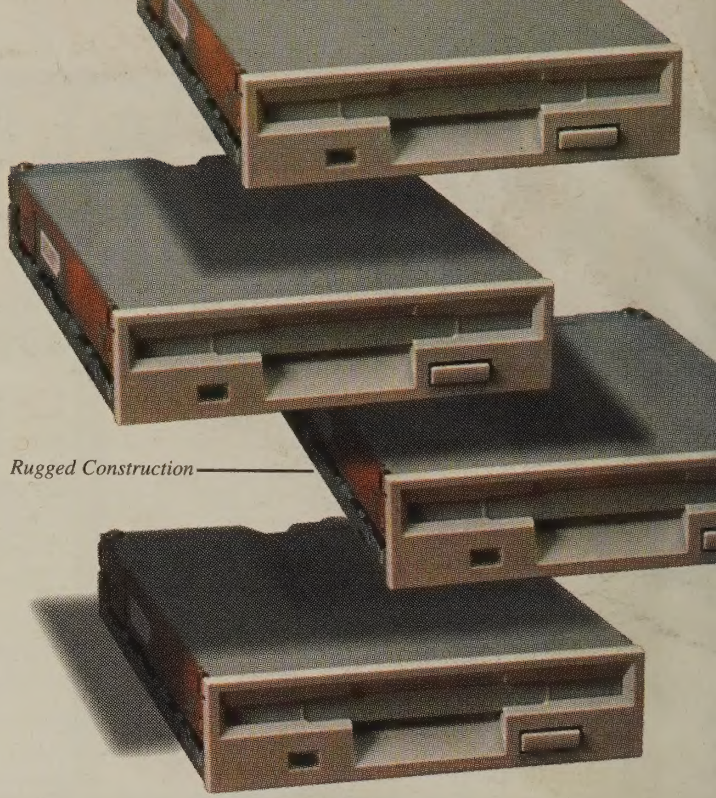

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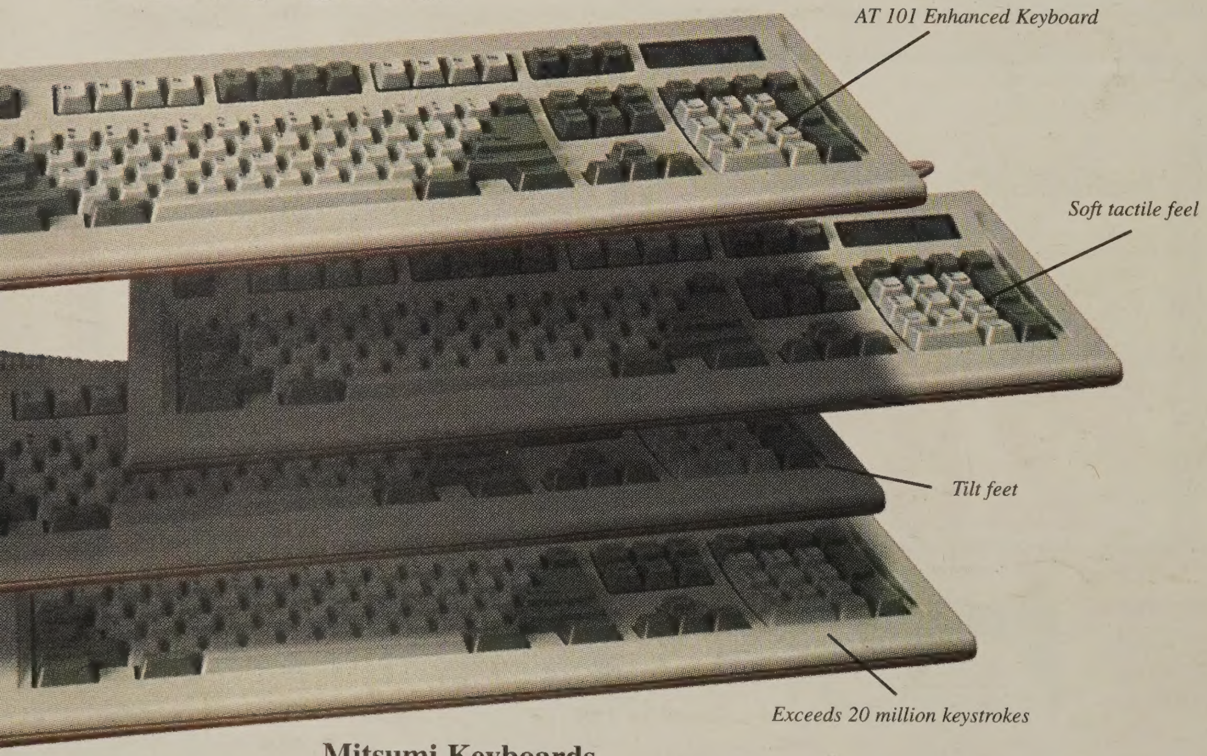

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